



<b>Position</b>	<b>Associate Product Manager-eKYC &amp; Digital Sales</b>
<b>Job Description / Responsibilities</b>	<p><b>Job Summary:</b></p> <p>Associate Product Manager-eKYC &amp; Digital Sales will play a key role in optimizing the digital account opening process in line with evolving regulatory or exchanges framework and aligned with the organization strategy. This position will be responsible for handling new/existing e-KYC accounts back-end activity, supporting and tracking contact center performance for digital sales, coordinating with various vendors for project delivery, and creating business requirement documents.</p> <p><b>Key Responsibilities</b></p> <ul style="list-style-type: none"> <li>• Handle new/existing e-KYC accounts back-end activity, such as client data push into various regulatory &amp; in-house systems.</li> <li>• Share client-related data with the bank for system mapping &amp; well-versed with Excel.</li> <li>• Support &amp; track contact center performance (Digital Sales) , lead distribution and daily activity.</li> <li>• Support and track in-house client activation desk.</li> <li>• Coordinate with various vendors involved for project delivery, testing of new delivery &amp; plan new projects based on regulatory or business requirements</li> <li>• Track sales team issues and coordinate with various departments involved to fix those issues</li> <li>• Track new regulatory guidelines that require incorporation</li> <li>• Training various departments upon new product release such as Sales Team and others.</li> </ul>
<b>Job specific skills</b>	<ul style="list-style-type: none"> <li>➤ Relevant experience in eKYC, Digital Sales and Online Broking</li> <li>➤ Strong aptitude for digitalization, with a proactive mindset to innovate and leverage technology for streamlining processes</li> <li>➤ Understanding of regulatory guidelines and updates</li> <li>➤ Excellent communication and presentation skills to interact effectively with customers and other stakeholders</li> <li>➤ Self-motivated, proactive, and focused on achieving targets.</li> </ul>

Educational Qualification	Graduate/Post Graduate from recognized Universities.
Min. Experience	6 Years
CTC Offered	Compensation will not be limiting factor for the right candidate and will be discussed on a case-by-case basis.
Location of Posting	Mumbai  The candidate may be deputed to work with the team(s) with the organization/ parent organization/ any subsidiary of the parent organization if and as deemed necessary.
Email to be sent to	Applications should be submitted on our email <a href="mailto:careers@bobcaps.in">careers@bobcaps.in</a>  Please mention “ <b>Application for the post of Associate Product Manager-eKYC &amp; Digital Sales</b> ” in subject. Applications with any other subject will not be accepted.
Website	<a href="http://www.bobcaps.in">www.bobcaps.in</a>
Contact Person	Ms. Trilby D'monte
Contact Number	022 – 61389300
Last Date of Application	27 <sup>th</sup> September, 2023