

Position Vacant	Co Head - Institutional Equities
Job Description / Responsibilities	<ul style="list-style-type: none"> ➤ Responsible for developing and nurturing Relationships with Institutional Investors, both DIIs & FIIs, to drive sales & Revenue. ➤ The job involves deep understanding, developing and marketing of investment ideas to institutional investors. ➤ Empanelment of new clients including Family Offices & Private Equity Investors ➤ Enhancing Visibility of the organization in the market . ➤ Dissemination of Fundamental Research with Fund Managers with market insights. ➤ Organising niche corporate access events for benefit of clients. Arranging interactions between Buy side and sell side analysts on Research & corporate developments. ➤ Marketing equity market transactions, such as IPOs, QIPs etc, that are lead managed by the company, to institutional investors. ➤ Focus will be to identify and develop institutional clients seeking access to the company's research and analytical expertise to support their investment decisions and enhance their ability to successfully and consistently manage their investment portfolios to deliver superior returns. ➤ Manage a team of experienced Traders and Transaction-execution members to drive Performance utilizing latest technology Platforms for an error free efficient servicing of Clients . ➤ Be pro-cative to emerging trends in the market to seize evolving business opportunities. ➤ Ability to engage with Stakeholders & Senior Management

Job specific skills	<p>Applicants should have –</p> <ul style="list-style-type: none">➤ High level of understanding of Capital markets➤ Should have relevant work experience with mainstream, research- based, institutional broking firm (s).➤ Significant experience in institutional equity sales with a record of successful empanelments and active client base.➤ Candidates need to be able to identify leads, develop relationships and successfully deliver sales in a demanding environment where they will regularly interact with Institutional Investors.➤ Strategic thinking, excellent communication skills and High Sales orientation are essential traits.➤ Additionally, candidates need to be highly self-motivated and disciplined with a very strong entrepreneurial spirit, high-integrity and responsiveness to client needs.
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Educational Qualification	Graduate, with preference for MBA /CFA / CA or equivalent from recognized Universities in India/overseas.
Minimum Experience	15+ Years
CTC OFFERED	Compensation will not be a limiting factor for the right candidate and will be discussed on a case to case basis depending on relevant work experience.
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.
How to apply	Applications should be submitted on our email careers@bobcaps.in Please mention “ Application for the post of Co Head-Institutional Equities ” in the subject. Applications with any other subject will not be accepted.
Website	www.bobcaps.in
Contact Person	Ms. Trilby D'monte
Contact No.	022-61389300
Last Date for Application by email	27 th September 2023