

Position Vacant	Institutional Equity Sales (Relationship with DIIs)
Job Description / Responsibilities	<ul style="list-style-type: none"> <li>➤ Institutional Equity Sales person will be responsible for driving sales to institutional investors, domestic and foreign, in Indian equities.</li> <li>➤ The job involves understanding, developing and marketing investment ideas to professional, experienced institutional investors</li> <li>➤ Developing and maintaining close relationship with institutional investors, domestic and foreign.</li> <li>➤ Marketing equity market transactions, such as IPOs, QIPs etc, that are lead managed by the company, to institutional investors, domestic and foreign.</li> <li>➤ Salesperson will work closely with in-house research analysts with sector specialization.</li> <li>➤ 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.</li> </ul>
Job specific skills	<p>Applicants should have –</p> <ul style="list-style-type: none"> <li>➤ High level of understanding of equity markets and selling/marketing orientation.</li> <li>➤ Presently in a similar function with a mainstream, research-based, institutional broking firm.</li> <li>➤ Significant experience in institutional equity sales with a record of success and active client base.</li> <li>➤ Candidates need to be able to identify leads, develop relationships and successfully deliver sales in a demanding environment where they will regularly interact with professional investment advisors, fund managers and private equity investors.</li> <li>➤ Institutional equity salesperson requires confidence, savvy and intimate knowledge of the financial markets and related products and services. Excellent communication skills are essential.</li> <li>➤ Additionally, candidates need to be highly self-motivated, disciplined and creative with a very strong entrepreneurial spirit, integrity and responsiveness to client needs.</li> </ul>

Educational Qualification	Graduate, with preference for MBA /CFA / CA or equivalent from recognized Universities in India/overseas.
Minimum Experience	7+ Years
CTC OFFERED	Compensation will not be a 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.
How to apply	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 Institutional Equity Sales</b> ” in the 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 No.	022-61389300
Last Date for Application by email	27 <sup>th</sup> September 2023