



Position	IB Debt Syndication & DCM – Credit Origination (SVP/VP)
Job Description / Responsibilities	<ul style="list-style-type: none"> • Would be responsible for Deal sourcing, Business development, and Client relationships. • Should have strong C suit relationship network with mid & large corporates. • Developing and maintaining relationships with corporate clients. • Develop BD strategy for deal sourcing, acceleration including determining high potential client target and execution. • Managing entire deal origination process from prospecting, meeting, offering solutioning, structuring and conversion. • Identifying & Onboard new Corporate Clients. • Understanding financial & Business needs of customers and providing them with appropriate solutions. • Should be able to ideate, innovate, strategize to source business. • Analytical abilities to analysis financial statements from lending perspective, evaluation of business model and other aspects for credit facilities. • Lead, grow and mentor a junior team members. • Preparation of Pitch decks and other relevant material. • Position would have P/L responsibility.
Job specific skills	<p>Applicants should have –</p> <ul style="list-style-type: none"> • Relevant experience in Credit origination, Business development in BFSI • An understanding of corporate credit and project finance with ability to structure deals is essential • Ability to stretch oneself and work under pressure, handle multiple clients & deals simultaneously, and meet deadlines. • Strong analytical and strategic thinking and exceptional communication skills • Capability to take an innovative approach to developing relationships and solutions • Ability to multi-task and work independently as well as collaboratively within a team environment. • Innovation and creativity • Leadership skills • Team building and capable of leading a team
Educational Qualification	CA / MBA from top tier Institute
Minimum Experience	12 to 15 years
CTC OFFERED	Compensation will not be a limiting factor for the right candidate and will discussed on a case by case basis.

Location of posting	Mumbai
Email to be sent to	careers@bobcaps.in Please mention “ Application for the post of IB Debt -Syndication & DCM SVP/VP ”in the subject. Applications with any other subject will not be accepted.
Website	www.bobcaps.in
Contact Person	Trilby D'monte
Contact No.	022-61389300
Last Date for application by email	15 th April 2024