

| Position                           | State Head – Retail Broking – Gujarat & Rajasthan                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                       |
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| Job Description / Responsibilities | <p><b>Job Summary:</b></p> <ul style="list-style-type: none"> <li>• Manage and strengthen relationships with key stakeholders in Bank of Baroda Zones, Regions, and Branches.</li> <li>• Conduct strategic planning to meet the Zone/Region acquisition targets.</li> <li>• Coordinate marketing efforts with Bank Zonal &amp; Regional marketing teams.</li> <li>• Ensure the achievement of client acquisition targets for Zones &amp; Regions as per the financial year projections.</li> <li>• Launch initiatives such as local campaigns, R&amp;R programs, and engagement activities to generate new business.</li> <li>• Oversee a team of BDM's &amp; TL's</li> <li>• Monitor input and performance of the acquisition team. ( BDM's &amp; TL's)</li> <li>• Conduct internal team and Bank of Baroda employee training sessions.</li> <li>• Ensure adherence to all processes while maintaining the organization's ethos.</li> <li>• Ensure timely recruitment and training of team members as per the approved plan.</li> <li>• Take responsibility for team member learning, development &amp; career progression.</li> </ul> |
| Job specific skills                | <ul style="list-style-type: none"> <li>• The ability to establish and maintain effective working relationships with internal and external stakeholders.</li> <li>• Extensive knowledge of the client acquisition process.</li> <li>• Exposure to digital onboarding process would be preferred.</li> <li>• Working knowledge of public and private sector bank retail branches, for DMAT &amp; Trading account opening process.</li> <li>• Previous experience of managing a large acquisition team.</li> <li>• Understanding of the securities market.</li> <li>• Previous experience in Retail Broking products and services is required.</li> <li>• Strong analytical and strategic thinking abilities, as well as excellent communication and problem-solving abilities.</li> <li>• Excellent writing, communication, presentation, and interpersonal abilities.</li> <li>• Self-motivated, proactive, and focused on achieving targets.</li> </ul>                                                                                                                                                                                 |

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| Educational Qualification | Graduate/Post Graduate from recognized Universities.                                                                                                                                                                                                                          |
| Min. Experience           | 5 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       | Ahmedabad & Jaipur                                                                                                                                                                                                                                                            |
| How to Apply              | Applications should be submitted on our email <a href="mailto:careers@bobcaps.in">careers@bobcaps.in</a><br>Please mention “Application for the post of <b>State Head – Retail Broking (Location)</b> ” in subject. Applications with any other subject will not be accepted. |
| Website                   | <a href="http://www.bobcaps.in">www.bobcaps.in</a>                                                                                                                                                                                                                            |