

Position	Manager/ Sr. Manager - Product
Job Description / Responsibilities	<p>Job Summary: We are seeking an experienced and dynamic Product Manager to lead the development and enhancement of our Digital Retail Broking Platform and drive our Digital Sales initiatives. Product Manager, will play a pivotal role in shaping the customer experience, optimizing processes, and achieving business goals, utilizing support from technology Team.</p> <p>Key Responsibilities</p> <p>. Digital eKYC Onboarding Platform Development & Enhancement:</p> <ul style="list-style-type: none"> • Lead the strategic development and continuous improvement of our Digital eKYC Onboarding Platform. • Oversee the maintenance and evolution of the platform, ensuring its reliability, security, and functionality. • Well versed with all the products in the Capital Market like MTF, TPP etc. <p>Vendor Services Integration & Management</p> <ul style="list-style-type: none"> • Manage integrations with various backoffice systems and multiple vendors, ensuring seamless interactions within the eKYC onboarding platform. • Skillfully negotiate with vendors to secure the best pricing while maintaining high-quality service. <p>UI/UX Management</p> <ul style="list-style-type: none"> • Take charge of the user interface and experience of the onboarding platform, creating a user-friendly and visually appealing interface. <p>End-to-End eKYC Onboarding Process</p> <ul style="list-style-type: none"> • Own and manage the complete eKYC onboarding process, guaranteeing efficiency, accuracy, and compliance with regulations. <p>Timely Project Deliveries</p> <ul style="list-style-type: none"> • Ensure that all project milestones and deliveries are achieved within defined timelines. <p>Compliance and Regulations</p> <ul style="list-style-type: none"> • Balancing the need for a swift customer onboarding experience while adhering to all relevant regulatory requirements. <p>Stakeholder Engagement</p> <ul style="list-style-type: none"> • Exhibit exceptional stakeholder management skills, collaborating effectively with IT, Operations, Compliance, Marketing, and Sales teams. • Keep key stakeholders informed about progress, challenges, and escalate issues as needed. <p>Digital Sales Drive</p> <ul style="list-style-type: none"> • Lead the charge in driving online sales for new acquisitions via the Contact Center. • Work towards achieving online sales targets in alignment with annual projections.

Job specific skills	<ul style="list-style-type: none"> • Relevant experience in technology related work involved in product development is pre requisite • Relevant experience in eKYC, Re-KYC, Digital Sales and Online Broking • Strong aptitude for digitalization, with a proactive mindset to innovate and leverage technology for streamlining processes • Understanding of regulatory guidelines and updates for Retail Broking • Excellent communication and presentation skills to interact effectively with customers and other stakeholders • Self-motivated, proactive, and focused on achieving targets.
Educational Qualification	Graduate/Post Graduate from recognized Universities.
Min. Experience	6 – 8 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
How to Apply	Applications should be submitted on our email careers@bobcaps.in Please mention “Application for the post of “ Manager/Sr. Manager - Product ” in subject. Applications with any other subject will not be accepted.
Website	www.bobcaps.in