

Position Vacant	Manager/Sr Manager - Corporate Access
Job Description / Responsibilities	➤ Responsible to organize corporate access events for institutional investor clients, in India as well as overseas ➤ Organize events such as investor roadshows, conferences, thematic events, field trips ➤ The person needs to work closely with bankers, research analysts and institutional salespeople to organize such events ➤ Actively engage with vendors and suppliers for these events to deliver a cost effective product ➤ Active marketing activity to generate corporate access events
Job specific skills	Applicants should have – ➤ High level of understanding of institutional investors and selling/marketing orientation. ➤ Should have had experience in similar specialized role in a stockbroking house(s) ➤ Candidates need to be able to identify leads, develop relationships and successfully deliver sales in a demanding environment ➤ The person requires confidence, savvy and intimate knowledge of the institutional investors, corporates and related products and services. Excellent communication skills are essential. ➤ Additionally, candidates need to be highly self-motivated, disciplined and creative with a very strong entrepreneurial spirit, integrity and responsiveness to client needs.
Educational Qualification	Graduate, with preference for MBA /CFA / CA or equivalent from recognized Universities in India/overseas.
Minimum Experience	2/4 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 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 Corporate Access" in the subject. Applications with any other subject will not be accepted.
Website	www.bobcaps.in