

Position Vacant	<b>Corporate Access</b>
Job Description / Responsibilities	<ul style="list-style-type: none"> <li>➤ Responsible to organize corporate access events for institutional investor clients, in India as well as overseas</li> <li>➤ Organize events such as investor roadshows, conferences, thematic events, field trips</li> <li>➤ The person needs to work closely with bankers, research analysts and institutional salespeople to organize such events</li> <li>➤ Actively engage with vendors and suppliers for these events to deliver a cost effective product</li> <li>➤ Active marketing activity to generate corporate access events</li> </ul>
Job specific skills	<p>Applicants should have –</p> <ul style="list-style-type: none"> <li>➤ High level of understanding of institutional investors and selling/marketing orientation.</li> <li>➤ Should have had experience in similar specialized role in a stockbroking house(s)</li> <li>➤ Candidates need to be able to identify leads, develop relationships and successfully deliver sales in a demanding environment</li> <li>➤ The person requires confidence, savvy and intimate knowledge of the institutional investors, corporates 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	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	<p>Mumbai</p> <p>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.</p>
How to apply	<p>Applications should be submitted on our email <a href="mailto:careers@bobcaps.in">careers@bobcaps.in</a></p> <p>Please mention “<b>Application for the post of Corporate Access</b>” in the subject. Applications with any other subject will not be accepted.</p>
Website	<a href="http://www.bobcaps.in">www.bobcaps.in</a>