

Position	Retail Broking – Manager (State Head – Karnataka)
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 and also Market product to high net worth clients.</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 TLs and BDMs.</li> <li>• Monitor input and performance of the acquisition team.</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.</li> <li>• Previous experience of managing a large acquisition team in the specified State/Region.</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> </ul>

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	Bangalore
How to Apply	Applications should be submitted on our email careers@bobcaps.in Please mention “Application for the post of <b>State Head – Retail Broking (Karnataka)</b> ” in subject. Applications with any other subject will not be accepted.
Website	<a href="http://www.bobcaps.in">www.bobcaps.in</a>
Contact Person	Darshana Kularni
Contact Number	022 – 61389300
Last Date of Application	17 <sup>th</sup> May 2025