

Position	Head – Retail Broking - Sales & Acquisition
Job Description / Responsibilities	<ul style="list-style-type: none"> <li>➤ Key role in development/adoption of new products/processes in line with evolving regulatory framework and aligned with firm's strategy across Equity businesses.</li> <li>➤ Responsible for conceptualizing and executing new account acquisition, new product development, existing product suite management, retail business strategy and related MIS.</li> <li>➤ Building relationship with clients and providing them with regular advise on opportunities in Indian market and various trading strategies.</li> <li>➤ Responsible for generating revenue from retail clients. Ensuring the sustenance and deepening of existing relations with clients.</li> <li>➤ Suggest and implement different strategies aimed towards retention of existing client base and addition of new clients. Present plans for Company's client base and revenue growth, increase in operational efficiency, cost optimization and digitization.</li> <li>➤ Should be able to collaborate with Bank's branch network for business growth. Devise and implement Device and implement plan to leverage the BOB retail client base into BOBCAPS equity customers.</li> <li>➤ Sustain and improve overall productivity of the retail equity sales and account acquisition.</li> <li>➤ Keeping up-to-date with the current market trends along with the customer behavior and competitor analysis.</li> <li>➤ Hiring &amp; retention of talent pool for Retail Broking and Distribution.</li> <li>➤ Participate actively in sales planning, execute sales plan, engage sales teams, and achieve targets in a cost effective way.</li> <li>➤ To accomplish Account opening targets as required by the Company</li> <li>➤ Should be able to collaborate with offline branch network for business growth.</li> <li>➤ Deliver excellent customer experience.</li> </ul>

Job specific skills	<p>Applicants should have –</p> <ul style="list-style-type: none"> <li>➤ Strong P&amp;L understanding from Retail Broking Perspective.</li> <li>➤ Be well attune towards digitization; should come with a technology mind-set and think innovatively how to use tech to launch newer products, cost optimization.</li> <li>➤ Strong understanding of Online and digital broking industry and digital marketing.</li> <li>➤ Excellent understanding of Indian Retail Equity Market and acquisition strategies.</li> <li>➤ Ability to build and lead large teams with demonstrated track record of leadership skills.</li> <li>➤ Experience in building sub-broker network.</li> <li>➤ Experience in onboarding Distributor partnership with other entities.</li> <li>➤ Strong growth mind-set to lead and motivate the team in order to achieve higher market share.</li> <li>➤ Excellent communication &amp; presentation skills.</li> <li>➤ Good existing client and distribution relationships in the market.</li> <li>➤ Experience in client acquisition, customer experience and product knowledge in equity market and distribution of third party financial products.</li> <li>➤ Be a self-starter, proactive &amp; target oriented with zeal to Excel.</li> </ul>
Educational Qualification	Post Graduate/ CA/ MBA from recognized Universities, Advanced degree preferred.
Minimum Experience	10 plus Years in a Broking Firm with Product & Sales experience.
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	<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 Head – Retail Broking and Distribution”</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>
Contact Person	Ms. Darshana Kulkarni
Contact No.	022-61389300
Last Date for application	21-04-2025