Position	Retail Broking –Cluster Head
Job Description / Responsibilities	**Job Summary:** • Manage and strengthen relationships with key stakeholders in Bank of Baroda Zones, Regions, and Branches. • Conduct strategic planning to meet the Zone/Region acquisition targets. • Coordinate marketing efforts with Bank Zonal & Regional marketing teams. • Ensure the achievement of client acquisition targets for Zones & Regions as per the financial year projections and also Market product to high net worth clients. • Launch initiatives such as local campaigns, R&R programs, and engagement activities to generate new business. • Oversee a team of BDM TLs and BDMs. • Monitor input and performance of the acquisition team. • Conduct internal team and Bank of Baroda employee training sessions. • Ensure adherence to all processes while maintaining the organization's ethos. • Ensure timely recruitment and training of team members as per the approved plan. • Take responsibility for team member learning, development & career progression.
Job specific skills	• The ability to establish and maintain effective working relationships with internal and external stakeholders. • Extensive knowledge of the client acquisition process. • Exposure to digital onboarding process would be preferred. • Working knowledge of public and private sector bank retail branches. • Previous experience of managing a large acquisition team in the specified State/Region. • Understanding of the securities market. • Previous experience in Retail Broking products and services is required. • Strong analytical and strategic thinking abilities, as well as excellent communication and problem-solving abilities. • Excellent writing, communication, presentation, and interpersonal abilities.

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	
How to Apply	Applications should be submitted on our email careers@bobcaps.in Please mention. Application for the post of **Cluster Head – Retail Broking** in subject. Applications with any other subject will not be accepted.
Website	www.bobcaps.in