

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

Job specific skills	<p>Applicants should have –</p> <ul style="list-style-type: none"> ➤ Strong P&L understanding from Retail Broking Perspective. ➤ Be well attuned towards digitization; should come with a technology mind-set and think innovatively how to use tech to launch newer products along with cost optimization. ➤ Strong understanding of Online and digital broking industry and digital marketing. ➤ Excellent understanding of Indian retail equity Market and trading strategies ➤ Ability to build and lead large teams with demonstrated track record of leadership skills. ➤ Experience in building sub-broker network ➤ Experience in onboarding Distributor partnership with other entities. ➤ Strong growth mind-set to lead and motivate team in order to achieve higher market share. ➤ Excellent communication & presentation skills. ➤ Good existing client and distribution relationships in the market. ➤ Experience in client acquisition, customer experience, product knowledge in equity market, wealth advisory and distribution of third party financial products. ➤ Be a self-starter, proactive & target oriented.
Educational Qualification	Post Graduate/ CA/ MBA from recognized Universities
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 careers@bobcaps.in</p> <p>Please mention “Application for the post of Head – Retail Broking and Distribution” in the subject. Applications with any other subject will not be accepted.</p>
Website	www.bobcaps.in
Contact Person	Ms. Trilby D’monte
Contact No.	022-61389300
Last Date for application	by email on the above-mentioned id.