

Position	Head – Retail Broking and Distribution
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 aligned with firm’s strategy across Wealth & Equity businesses. ➤ Responsible for conceptualizing and executing new account acquisition, new product development, existing product suite management, tactical client proposals & overall business strategy. ➤ Building relationship with clients and providing them with regular advise 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. ➤ Driving the Company strategy and managing the implementation of the strategic plan. To prepare MIS and provide key strategy inputs. ➤ Suggest and implement different strategies aimed towards retention of existing client base and addition of new clients. Present plans for Company growth, increase in operational efficiency, cost optimization and digitization. ➤ Device and implement plan to leverage the BOB retail client base into equity customers. ➤ Sustain and improve overall productivity of the retail equity sales Desk ➤ Keeping up-to-date with the current market trends along with the customer behavior and competitor analysis. ➤ Participate actively in sales planning, execute a sales plan, engage sales teams, and achieve targets in a cost effective way ➤ To accomplish Account opening targets as required by the Company ➤ Should be able to collaborate with offline branch network for business growth.
Job specific skills	<p>Applicants should have –</p> <ul style="list-style-type: none"> ➤ Strong P&L holding from Retail Background ➤ 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. ➤ Strong understanding of Online and digital broking industry.

	<ul style="list-style-type: none"> ➤ Excellent understanding of Indian Market and trading strategies ➤ Ability to build and lead large teams with demonstrated track record of leadership skills. ➤ Strong growth mind-set to lead and motivate the team in order to achieve higher market share. ➤ Excellent communication & presentation skills. ➤ Good existing client relationships in the market. ➤ Experience in client acquisition, customer experience and product knowledge in equity market and wealth advisory. ➤ Be a self-starter, proactive & target oriented.
Educational Qualification	Post Graduate/ CA/ MBA from recognized Universities, Advanced degree preferred.
Minimum Experience	10 plus 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	Mumbai
How to apply	Applications should be submitted on our email careers@bobcaps.in Please mention “Application for the post of Head – Retail Broking and Distribution” in the subject. Applications with any other subject will not be accepted.
Website	www.bobcaps.in
Contact Person	Ms. Suchitra Bangera
Contact No.	022-61389300
Last Date for application	22 nd June 2021 by email on the above-mentioned id.