

Position Vacant	Online Sales Acquisition
Job Description / Responsibilities	<ul style="list-style-type: none"> ➤ Plays a key role in developing and managing the implementation of the digital onboarding experience for new and existing customers across businesses ➤ Drive the online sales for new acquisition ➤ Managing the sales team (Centrally located) ➤ To make sure targets/goal are achieved as per projections for the financial year ➤ To take initiatives in new business as given by the organisation ➤ To ensure quality deliverables within stipulated timelines ➤ To ensure all processes are followed keeping in mind the ethos of the organization ➤ Handling Sales MIS, Analytics/ Strategy and co-ordination across teams ➤ Handling Bank quires for D&T related quires ➤ Provide training to the bank team/BDMs ➤ Managing Backoffice team for account opening ➤ Coordination with all stake holders and vendors
Job Specific Skills	<p>Applicants should have –</p> <ul style="list-style-type: none"> ➤ Considerable multi-tasking extreme attention to detail required, and pressure to meet deadlines. ➤ Working collaboratively and cross-departmentally ➤ Should be sales oriented ➤ Should have understanding of broking related rules and regulation ➤ Proven ability to develop and maintain effective relationships with internal and external stakeholders, community members, representatives of government offices etc. ➤ Prior work experience in Retail & Institutional Broking products and services, Wealth and Digital initiatives in Fintech and distribution of products etc. is a must. ➤ Preferred experience in banking/ securities business ➤ Strong analytical and strategic thinking with exceptional communication and problem solving skills. ➤ Strong writing, communication, presentation and interpersonal skills ➤ Ability to work independently with a high degree of initiative, discretion, and tact; ability to work under pressure ➤ Experience in handling MIS, Analytics/ Strategy and co-ordination across teams ➤ Expertise in MS-Office
Educational Qualification	Graduate, preferably MBA/ CA or equivalent from recognized Universities in India.
Minimum Experience	5 years minimum
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	<p>Mumbai</p> <p>The candidate may be deputed to work with the team(s) with the organization / parent organization / any subsidiary of the parent organization if and as deemed necessary.</p>

How to apply	Applications should be submitted to careers@bobcaps.in Please mention “Application for the post of Online Sales Acquisition” in the subject. Applications with any other subject will not be accepted.
Website	www.bobcaps.in
Contact Person	Suchitra Bangera
Contact No.	022-61389300
Last Date for application	02 nd December 2021, by email at the above email id