

Position	Asst. Manager – Training & Quality
Job Description /Responsibilities	<ul style="list-style-type: none"> ➤ Play Key role in optimization the sales team & customer services team by updating their knowledge of process & product ➤ Responsible for monitoring the quality of agents having direct interaction with customer of any manner ➤ Review the newly onboarded sales team – branch and online sales and schedule their training as per their joining dates ➤ Constantly update customer presentation for Demo & create training deck ➤ Responsible for publishing training & quality MIS and conduct weekly & monthly review ➤ Feedback sharing with Sales Team on their quality and knowledge and conduct monthly refreshing session ➤ Planning a visit for Region based on identified training needs ➤ Conduct training for sales agent behavior and sales skills enhancement ➤ Should be able to collaborate with offline branch network for business growth ➤ Taking daily refresher of sales team on daily market update & following up on their day-to-day meetings for feedback to identify training needs
Job specific skills	<ul style="list-style-type: none"> ➤ Knowledge of Online Sales training and process ➤ Be well attune towards digitization; should come with a technology mindset and think innovatively how to use tech to drive smooth activation process ➤ Strong understanding of Online and digital broking industry. ➤ Excellent understanding of Constantly requires changes from Regulator ➤ Strong growth mind-set to lead and motivate the team in order to achieve higher conversion rate ➤ Excellent communication & presentation skills to communicate with internal stake holder ➤ Be a self-starter, proactive & target oriented.
Educational Qualification	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	Mumbai

How to Apply	Applications should be submitted on our email careers@bobcaps.in Please mention “Application for the post of “ Process & Product Training ” in the subject. Applications with any other subject will not be accepted.
Website	www.bobcaps.in
Contact Person	Ms. Suchitra Bangera
Contact Number	022 – 61389300
Last Date of Application by email	04 th April 2022