

Position	Assistant Manager/Manager– Retail Broking -Key Acquisition Manager
Job Description / Responsibilities	<p>Job Summary:</p> <ul style="list-style-type: none"> • Acquire quality clients for Demat and Trading accounts through Bank of Baroda Branches • Responsible for managing relationships with HNI/NRI clients for Demat & Trading Account • Focus on providing superior customer service and building long-term relationships with clients • Develop and implement sales and client engagement strategies • Work closely with Bank Of Baroda Branches to identify potential clients and expand the business • Activate clients to achieve revenue generation and cross-selling targets • Monitor and analyze client risk profile and investment needs • Stay up-to-date with market trends and developments to provide clients with accurate information • Ensure compliance with all regulatory requirements and internal policies and procedures • Collaborate with other teams within the organization to provide seamless customer service and support
Job specific skills	<ul style="list-style-type: none"> ➤ Thorough understanding of the Demat and Trading business. ➤ Experience in managing clients in broking industries (especially HNI/NRI Clients). ➤ Relationship building skills. ➤ Understanding of regulatory guidelines and updates ➤ Excellent communication and presentation skills to interact effectively with customers and other stakeholders ➤ Self-motivated, proactive, and focused on achieving targets.

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 bediscussed on a case-by-case basis.
Location of Posting	Mumbai & Delhi 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.
How to Apply	Applications should be submitted on our email careers@bobcaps.in Please mention “ Asst Manager/Manager- Key Acquisition Manager – Retail Broking ” in subject. Applications with any other subject will not be accepted.
Website	www.bobcaps.in
Contact Person	Ms. Trilby D'monte
Contact Number	022 – 61389300
Last Date of Application	31 st May 2023