

<b>Position Vacant</b>	<b>Equity Advisor - Retail Equity Sales &amp; Dealing</b>
Job Description / Responsibilities	<p><b>Job Description</b></p> <ol style="list-style-type: none"> <li>1. Advising/ HNI/Ultra HNI clients to buy/sell stocks on the basis of fundamental factors, technical indicators and news flow in various stocks, Sourcing &amp; Servicing clients by providing updates on frequent intervals about market movements, news flows.</li> <li>2. Sourcing &amp; deepening of relationships from existing customer base of customers</li> <li>3. Work in close coordination with the acquisition team to ensure all clients acquired from the assigned area are serviced and trade actively.</li> <li>4. Develop business, maximize revenue generation &amp; other business vectors</li> <li>5. Selling Equity based investment ideas to the base &amp; to generate brokerage primarily through advising them on their equity portfolio and work on other business vectors.</li> <li>6. Should be target-driven, self-starter and effective in servicing skills and conflict management.</li> <li>7. Perform Trades as per the approval / orders of the customer (Especially, NSE, BSE and F&amp;O) Communicating with clients</li> <li>8. Should be able to cross sell Wealth Management products to the clients</li> <li>9. Should be able to move his existing relationship with clients to the new organization</li> <li>10. Skills required - well-versed with ODIN and MS Office</li> </ol> <p><b><u>KEY RESPONSIBILITIES AND ACCOUNTABILITIES</u></b></p> <p>To maintain a synergetic relationship with Investment Counsellors, to enhance business.</p> <p>To keep abreast with the market knowledge and market intelligence.</p> <p>Responsible to ensure all activities are in adherence as per Compliance &amp; Risk.</p> <p>Provide regular updates to the immediate superior as and when required.</p> <p>Develop and maintain a long-term relationship with customers to maintain a high level of retention of the existing customer and also focus on generating new business.</p>
Job specific skills	<ul style="list-style-type: none"> <li>➤ Graduate / Post graduate with minimum 2 yr exp in Equities on the client advisory side</li> <li>➤ Should have sound understanding of capital markets.</li> <li>➤ Should be a result-oriented, self-starter, proactive, good communication skills.</li> </ul>

	<ul style="list-style-type: none"> <li>➤ Should possess strong networking &amp; relationship building skills.</li> <li>➤ Should be certified in NSE Cash, NSE Derivatives, BSE Cash &amp; NISM Currency Derivatives</li> <li>➤ Experience in Back Office Retail in Broking organization and working with LD software are preferred.</li> <li>➤ Strong skills in Microsoft Office (Excel, PowerPoint, Word) are an added advantage</li> </ul>
Educational Qualification	Graduate, with preference for relevant post graduate qualifications
Minimum Experience	3+ Years
CTC OFFERED	Compensation will not be a 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>
Email to be sent to	<p>Applications should be submitted on our email <a href="mailto:careers@bobcaps.in">careers@bobcaps.in</a></p> <p>Please mention <b><u>“Application for the post of Equity Advisor - Retail”</u></b> in the subject. Applications with any other subject will not be accepted.</p>
Website	<a href="http://www.bobcaps.in">www.bobcaps.in</a>
Contact Person	Ms. Suchitra Bangera
Contact No.	022 - 61389300
Last Date for application	September 30, 2021 by email at the above email id