

Position Vacant	Deputy Managing Director – Retail & Institutional Broking, Investment Banking
Job Description / Responsibilities	<ul style="list-style-type: none"> ➤ To increase the overall financial revenue for business of Retail & Institutional Broking & Investment Banking vertical. ➤ Designing financial strategies and structure the offering in an efficient manner ➤ Maximize synergies of BOBCAPS with the Parent Company and relevant stakeholders ➤ Build the ECM platform's standing within the domestic & overseas corporate clients ➤ Manages IPOs/ FPOs/ Right Issues/ FCCBs/ Open offer/ Delisting/ Govt. disinvestment/ Buy Back etc ➤ Contribute to relationships with the banking system investors and institutional players active in the Indian ECM space ➤ To improve company's market position in Retail, Institutional and Equity Capital Market
Job specific skills	<p>Applicants should have –</p> <ul style="list-style-type: none"> ➤ Strong analytical, strategic and exceptional communication skills ➤ In depth knowledge of Retail & Institutional Broking, Mutual Funds, other investment for various segments of retail clients ➤ In depth knowledge of ECM segment and understanding of capital markets in India & Globally ➤ Ability to build and maintain long term relationships and grow business revenues. ➤ Ability to take an innovative approach to developing solutions ➤ Ability to multi-task and work independently as well as collaboratively within a team environment. ➤ Updated knowledge of SEBI and Stock Exchange regulations related to Broking & Investment Banking ➤ Proven track record in leading projects and managing large team size.

	<ul style="list-style-type: none"> ➤ Experience in sourcing, training and developing talent ➤ Adherence to Compliance and Risk policy of the Company ➤ Service focused and self-driven
Educational Qualification	Graduate (with relevant experience), however preference will be given to Post Graduate degree like MBA /CFA / CA or equivalent from recognized Universities in India/overseas.
Minimum Experience	20+ Years
CTC OFFERED	Compensation will not be limiting factor for the right candidate and will be discussed on a case to case basis.
Location of posting	<p>Mumbai</p> <p>The candidate may be deputed to work with the team(s) within 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 careers@bobcaps.in</p> <p>Please mention “Application for the post of Deputy Managing Director – Retail & Institutional Broking, Investment Banking” in the subject. Applications with any other subject will not be accepted.</p>
Website	www.bobcaps.in
Contact Person	Ms. Namrata Raul
Contact No.	022 – 61389300
Last Date for application	18-05-2025