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| Position | Retail Broking - State Head – Uttar Pradesh (Location: Lucknow) |
| Job Description / Responsibilities | <p>Job Summary:</p> <ul style="list-style-type: none"> • Manage and strengthen relationships with key stakeholders in Bank of Baroda Zones, Regions, and Branches. • Conduct strategic planning to meet the Zone/Region acquisition targets. • Coordinate marketing efforts with Bank Zonal & Regional marketing teams. • Ensure the achievement of client acquisition targets for Zones & Regions as per the financial year projections and also Market product to high net worth clients. • Launch initiatives such as local campaigns, R&R programs, and engagement activities to generate new business. • Oversee a team of BDM TLs and BDMs. • Monitor input and performance of the acquisition team. • Conduct internal team and Bank of Baroda employee training sessions. • Ensure adherence to all processes while maintaining the organization's ethos. • Ensure timely recruitment and training of team members as per the approved plan. • Take responsibility for team member learning, development & career progression. |
| Job specific skills | <ul style="list-style-type: none"> • The ability to establish and maintain effective working relationships with internal and external stakeholders. • Extensive knowledge of the client acquisition process. • Exposure to digital onboarding process would be preferred. • Working knowledge of public and private sector bank retail branches. • Previous experience of managing a large acquisition team in the specified State/Region. • Understanding of the securities market. • Previous experience in Retail Broking products and services is required. • Strong analytical and strategic thinking abilities, as well as excellent communication and problem-solving abilities. • Excellent writing, communication, presentation, and interpersonal abilities. |

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| Educational Qualification | Graduate/Post Graduate from recognized Universities. |
| Min. Experience | 5/7 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 | Lucknow, Jaipur & Bangalore. |
| How to Apply | Applications should be submitted on our email careers@bobcaps.in Please mention "Application for the post of State Head – Retail Broking (Lucknow) " 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 | 25 th April 2024 |

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