Position Vacant	Equity Advisor - Retail Equity Sales & Dealing
Job Description / Responsibilities	**Job Description** 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 & Servicing clients by providing updates on frequent intervals about market movements, news flows. 2. Sourcing & deepening of relationships from existing customer base of customers 3. Work in close coordination with the acquisition team to ensure all clients acquired from the assigned area are serviced and trade actively. 4. Develop business, maximize revenue generation & other business vectors 5. Selling Equity based investment ideas to the base & to generate brokerage primarily through advising them on their equity portfolio and work on other business vectors. 6. Should be target-driven, self-starter and effective in servicing skills and conflict management. 7. Perform Trades as per the approval / orders of the customer (Especially, NSE, BSE and F&O) Communicating with clients 8. Should be able to cross sell Wealth Management products to the clients 9. Should be able to move his existing relationship with clients to the new organization 10. Skills required - well-versed with ODIN and MS Office **<u>KEY RESPONSIBILITIES AND ACCOUNTABILITIES</u>** To maintain a synergetic relationship with Investment Counsellors, to enhance business. To keep abreast with the market knowledge and market intelligence. Responsible to ensure all activities are in adherence as per Compliance & Risk. Provide regular updates to the immediate superior as and when required. 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.
Job specific skills	➢ Graduate / Post graduate with minimum 2 yr exp in Equities on the client advisory side ➢ Should have sound understanding of capital markets. ➢ Should be a result-oriented, self-starter, proactive, good communication skills.

	➢ Should possess strong networking & relationship building skills. ➢ Should be certified in NSE Cash, NSE Derivatives, BSE Cash & NISM Currency Derivatives ➢ Experience in Back Office Retail in Broking organization and working with LD software are preferred. ➢ Strong skills in Microsoft Office (Excel, PowerPoint, Word) are an added advantage
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	Mumbai 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.
Email to be sent to	Applications should be submitted on our email careers@bobcaps.in Please mention **"Application for the post of Equity Advisor"** in the subject. Applications with any other subject will not be accepted.
Website	www.bobcaps.in
Contact Person	Ms. Suchitra Bangera
Contact No.	022 – 61389300
Last Date for application by email	December 16, 2022