

Position Vacant	Corporate Access
Job Description / Responsibilities	➤ Responsible to organize corporate access events for institutional investor clients, in India as well as overseas ➤ Organize events such as investor roadshows, conferences, thematic events, field trips ➤ The person needs to work closely with bankers, research analysts and institutional salespeople to organize such events ➤ Actively engage with vendors and suppliers for these events to deliver a cost effective product ➤ Active marketing activity to generate corporate access events
Job specific skills	Applicants should have – ➤ High level of understanding of institutional investors and selling/marketing orientation. ➤ Should have had experience in similar specialized role in a stockbroking house(s) ➤ Candidates need to be able to identify leads, develop relationships and successfully deliver sales in a demanding environment ➤ The person requires confidence, savvy and intimate knowledge of the institutional investors, corporates and related products and services. Excellent communication skills are essential. ➤ Additionally, candidates need to be highly self-motivated, disciplined and creative with a very strong entrepreneurial spirit, integrity and responsiveness to client needs.
Educational Qualification	Graduate, with preference for MBA /CFA / CA or equivalent from recognized Universities in India/overseas.
Minimum Experience	5 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	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.
How to apply	Applications should be submitted on our email careers@bobcaps.in Please mention “Application for the post of Corporate Access” in the subject. Applications with any other subject will not be accepted.
Website	www.bobcaps.in

Position Vacant	Institutional Equity Sales (Relationship with DIIs)
Job Description / Responsibilities	➤ Institutional Equity Sales person will be responsible for driving sales to institutional investors, domestic and foreign, in Indian equities. ➤ The job involves understanding, developing and marketing investment ideas to professional, experienced institutional investors. ➤ Developing and maintaining close relationship with institutional investors, domestic and foreign. ➤ Marketing equity market transactions, such as IPOs, QIPs etc, that are lead managed by the company, to institutional investors, domestic and foreign. ➤ Salesperson will work closely with in-house research analysts with sector specialization. ➤ Focus will be to identify and develop institutional clients seeking access to the company's research and analytical expertise to support their investment decisions and enhance their ability to successfully and consistently manage their investment portfolios to deliver superior returns.
Job specific skills	Applicants should have – ➤ High level of understanding of equity markets and selling/marketing orientation. ➤ Presently in a similar function with a mainstream, research- based, institutional broking firm. ➤ Significant experience in institutional equity sales with a record of success and active client base. ➤ Candidates need to be able to identify leads, develop relationships and successfully deliver sales in a demanding environment where they will regularly interact with professional investment advisors, fund managers and private equity investors. ➤ Institutional equity salesperson requires confidence, savvy and intimate knowledge of the financial markets and related products and services. Excellent communication skills are essential. ➤ Additionally, candidates need to be highly self-motivated, disciplined and creative with a very strong entrepreneurial spirit, integrity and responsiveness to client needs.

Educational Qualification	Graduate, with preference for MBA /CFA / CA or equivalent from recognized Universities in India/overseas.
Minimum Experience	8 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.
How to apply	Applications should be submitted on our email careers@bobcaps.in Please mention “ Application for the post of Institutional Equity Sales ” in the subject. Applications with any other subject will not be accepted.
Website	www.bobcaps.in

Position Vacant	Manager– Finance & Accounts
Educational Qualification	Semi Qualified CA / M.Com
Experience	Minimum 3 years excluding CA article-ship.
Job Description / Responsibilities	• Preparing financials, cashflow, MIS of the company and Handling finalization of accounts • Review of expenses and incomes invoices on regular basis • Handling PNL & BS ledger scrutiny • Timely filing of GST, TDS Returns and related compliances • Liasoning with auditors and consultants
Job specific skills	• Good Verbal & written Communication skills (English) • Experience contributing to Process Improvement & Team Handling • Knowledge of Accounting Standards, TDS, GST, ICDS • Strong Accounting and finance knowledge • Tally Software & MIS software knowledge • Strong Microsoft Office skills (Excel, Word, PPT) • Good Analytical and problem-solving skills
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.

Position	Research Analyst Consumer/ FMCG
Job Description / Responsibilities	- Tracking key fundamental and industry data for the companies within the assigned sector - Generate equity research reports such as Initiating Coverage, Sector thematic, Quarterly result updates of companies, Event updates, etc. - Be part of a well reputed established research team serving domestic and foreign institutional investors, and other relevant investor segments - Interact with analysts/FMs in domestic and foreign institutional investors
Job specific skills	Applicants should have – - Excellent oral & written communication skills - Strong client relationships, endorsed by votes from large domestic and foreign institutional investor - Strong relationship with company managements within the sector of expertise/focus - Well versed with use of databases such as Bloomberg, CMIE, Reuters, Factset, etc. - Ability to work independently and also as part of a team
Educational Qualification	Post Graduate, with preference for MBA /CFA / CA or equivalent from recognized Universities in India/overseas. Valid NISM Series XV certification required.
Minimum Experience	10 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	Mumbai
How to apply	Applications should be submitted on our email careers@bobcaps.in Please mention " Application for the post of Research Analyst <sector name> " in the subject. Applications with any other subject will not be accepted.
Website	www.bobcaps.in

Position Vacant	AVP– Finance & Accounts
Job Description / Responsibilities	• Preparing financials of the company and Handling finalization of accounts • Handling PNL & BS ledger scrutiny • Preparing various MIS reports as per the management requirement ensuring data accuracy, data analysis, generating insightful reports and providing data driven insights to Management. • Prepare data for Forecasting/ Budgets exercise for multiple business divisions. • Analysis of financial data to evaluate the performance divisionwise as well as at entity level • Handling GST/TDS/Accounting related Queries with business Team and other departments within organization. • Liaisoning with internal auditors, statutory auditors and consultants
Job specific skills	• Good Verbal & written Communication skills (English) • Hands on with Computer Softwares including Tally, backend software applications • Experience in contributing to Process Improvement & Team Handling • Knowledge of INDAS/ Accounting Standards, TDS & GST • Strong Accounting and finance knowledge • Strong Microsoft Office skills (Excel, Word, PPT) • Good Analytical and problem-solving skills
Educational Qualification	CA + MBA
Experience	Minimum 5 years of post-qualification experience
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.
How to apply	Applications should be submitted on our email careers@bobcaps.in Please mention “Application for the post of Manager/ Sr. Manager – F&A” in the subject. Applications with any other subject will not be accepted.
Website	www.bobcaps.in