



BOB Financial Solutions Limited (BFSL, formerly known as BOBCARDS Ltd.) is a wholly owned subsidiary of Bank of Baroda and a Non-Deposit Accepting Non-Banking Finance Company (NBFC). BFSL was established in the year 1994 to cater to the need of rapidly growing credit card industry in a focused manner. BFSL is one among the pioneers in Indian card market and was the first nonbanking company in India to issue credit cards.

The Company's core business is credit card issuance and consumer lending. It also provides support to Bank of Baroda by carrying out its merchant acquiring operations and its debit cards operation for its overseas territories/ subsidiaries and sponsored RRBs. The Company is aiming to expand within Consumer Credit, Commercial Credit, Retail Credit, Capital Market Lending (loan against securities, IPO financing) and other Financial Services.

Position	Manager/ AVP – Corporate Alliances
Role & Responsibilities	<p>Key highlights of the role are listed below (purely indicative and not limiting):</p> <p>The person would be responsible for forming strategic and tactical alliances, negotiating partnerships with consumer brands and creating unique customer value propositions; working towards making our card the preferred one for customers, thereby significantly influencing card activation and spends on our credit cards.</p> <ul style="list-style-type: none">• Identifying new partnership opportunities for the Company, preparing business case for the alliances and leading discussions with potential partners• Converting potential opportunities with partners into customer value propositions, budget estimates and viable business model.• Carry out thorough data analysis to understand trends, monitor progress to goals (plan vs. actual), and adapt and iterate strategies• Listening to the needs of the market and sharing insights with product & marketing teams• Focus on constantly upgrading activation and usage strategies by generating innovative ideas on Value Propositions and to identify new opportunities in the market to increase card spends
Job specific skills	<p>Applicants should possess the following attributes:</p> <ul style="list-style-type: none">• Excellent communication and interpersonal skills to work across partnerships; creating and delivering customer value propositions• Good negotiation skills, time management and attention to details• In-depth credit card industry understanding - prevalent and emerging trends in the market and ability to inculcate best practices• Ability to work in disruptive business environment in the context of a rapidly evolving industry• Exceptional ability to think strategically, challenging the status quo to deliver innovative ideas, thus resulting in competitive advantage

Educational Qualifications	Graduate/Post Graduate from a reputed college or university in India / Overseas.
Minimum Experience	8 Years with relevant experience in Corporate Alliances in credit card/ BFSI or 5+ Years of relevant experience from Tier 1 College/University
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) within the organization / parent organization / any subsidiary of the parent organization if and as deemed necessary. Candidate is liable to be transferred to any other location in India
Email to be sent to	Suitable and willing candidate may submit his/her profile on email Careers@bobfinancial.com with subject as Manager/AVP- Corporate Alliances
Website	www.bobfinancial.com
Contact Number	022 - 4206 8547
Other Terms	<ul style="list-style-type: none"> • It may please be noted that company is not bound to call all the applicants for interview. Only shortlisted candidates will be called for interview • In case of any modification in advertisement shall be updated only in Website. <p>The above recruitment may be scrapped at any stage of recruitment process without assigning any reasons.</p>
Last Date of Application	27th December 2018