



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 non-banking 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.

<b>Position</b>	<b>Assitant Manager – Loan against Securities – Corporate Sales</b>
<b>Role &amp; Responsibilities</b>	<b>Key highlights of the role are listed below (purely indicative and not limiting):</b> <ul style="list-style-type: none"><li>• Responsible for acquisition, growth of the asset book and profitability for the specific region &amp; ensuring that the delinquency is minimal.</li><li>• Ability to source direct Proposals</li><li>• Develop strategic concepts with regard to the Strategizing, formulating and executing plan for increasing existing penetration of LAS product</li><li>• Liaison with inter department for generating leads and preparing the LAS universe like wealth , privy and branch banking</li><li>• Look out for opportunities to generate incremental Sourcing and initiate cross sell at corporate.</li><li>• Maintain spread across transactions / cases in line with budgeted profitability</li><li>• Interact with stakeholder viz .Credit, Product, Risk, Operations on regular basis to get the cases sanction and disbursed</li><li>• Understand market dynamic and share with product team to arrive at a competitive product offering.</li><li>• Use market and industry knowledge to spot market opportunities and drive loan volumes.</li><li>• Execute account review mechanism with Corporates every quarter for better implementation of program</li></ul>

<b>Job specific skills</b>	<p>Applicants should possess the following attributes:</p> <ul style="list-style-type: none"> <li>• Minimum of 3 to 5 years of experience in Corporate Sales with BFSI</li> <li>• Thorough understanding of Stock Market and its dynamics</li> <li>• Ability to connect with Clients at various level</li> <li>• Analytical &amp; Financial skills</li> </ul>
<b>Educational Qualification</b>	He/ she should hold a Graduation / Professional qualification
<b>Minimum Experience</b>	Should have a minimum of 5 years of experience in banking and financial services specifically within Loan against Securities division.
<b>CTC offered</b>	Compensation will not be a limiting factor for the right candidate and will be discussed on a case by case basis.
<b>Location of posting</b>	<p>Mumbai</p> <p>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.</p>
<b>Maximum Age on the last date of application</b>	35 Years
<b>Email to be sent to</b>	<a href="mailto:careers@bobcards.com">careers@bobcards.com</a> with subject as “Asst.Manager – Corporate Sales (Loan Against Securities)”
<b>Website</b>	<a href="http://www.bobfinancial.com">www.bobfinancial.com</a>
<b>Contact Number</b>	+91 22 42068547
<b>Last Date for application</b>	<b>04<sup>th</sup> September, 2018</b>