

Position Vacant	Digital Business Development Managers (Off Roll)
Job Description / Responsibilities	We are looking for motivated and customer-centric professionals to join our Online Demat & Trading Sales Team. The candidate will be responsible for onboarding customers for demat & trading accounts, and driving digital investment product sales through inbound/outbound calls Key Responsibilities: • Call & convert potential leads into active demat & trading account holders. • Guide customers through the online account opening process (KYC, IPV, document upload). • Promote investment products offered by the company. • Understand client needs and provide suitable plans over the calls. • Achieve daily/weekly/monthly targets for account openings, activations and revenue. • Provide post-onboarding support including login help, fund transfer guidance, and app demo. • Maintain accurate records of client interactions, follow-ups, and sales updates in CRMs.
Job specific skills	Applicants should have - • Online Demat & Trading Sales • Telesales / Inbound & Outbound Calling • Lead Conversion & Customer Handling • Financial Product Knowledge (Equity, Derivatives, Cash) • CRM usage & MIS Reporting • Communication & Follow-up Skills
Educational Qualification Experience	Eligibility Criteria - • Min 12th Pass from English Medium or Graduate (Any stream) • Minimum 1 Year of experience in telesales (Financial product sales preferred.)

	• Knowledge of stock market, demat & trading account process is an added advantage. • Good communication skills (English & Hindi) Knowing regional language Tamil, Telugu & Bengali is added advantage. • Comfortable using mobile trading apps & digital KYC platforms. • Strong customer service orientation and persuasion skills.
Targets & Working hrs	Account Opening Target: 75 Accounts per month Revenue Target: Minimum 2X or INR 40,000 whichever is higher Working Days : 6 days a week
Location	Andheri, Mumbai
CTC Offered	Compensation will not be limiting factor for the right candidate and will be discussed on a case by case basis.
Email to be sent to	careers@bobcaps.in

Applications should be submitted on our email 'careers@bobcaps.in'. Please mention "Application for the post of Digital Business Development Manager (Off Roll)" in the subject. Applications with any other subject will not be accepted.

Candidates with the requisite experience mentioned above should only apply.