

Position Vacant	Manager/ Senior Manager - Investment Banking (Debt)
Job Description / Responsibilities	<ul style="list-style-type: none"> • To source new business and develop new contacts & relationships with Corporates/ PSUs/ Government departments. • Execution of advisory assignments in the investment banking space viz M&A, Equity deals, Loan syndication/ down-sell, Project Finance advisory etc. • Actively pursue business development opportunities and market full range of Investment Banking services to prospective clients. • Create and manage new deal flow and originate new client engagements in line with the strategy of BOBCAPS. • Engage with his/her current relationships to generate new opportunities. • Demonstrate extraordinary attention to detail on client deliverables. • Actively get involved at the key strategic discussion points of each transaction.
Job specific skills	<p>Applicants should have –</p> <ul style="list-style-type: none"> • Proven track record of performance at investment bank/ advisory firms/ banks. • Established relationship with clients (Pvt Corporates/ especially with PSU/Government Deptt/ agencies), Banks, Financial Institution, NBFC's etc. • Successful and proven track record in business development and execution of advisory transactions. • Significant client interaction and experience, particularly showing the ability to develop strong and influential client relationship. • Deep understanding of the capital marketplace, including deal multiples, pricing, structure, potential financing sources and buyers. • Understanding of Transaction advisory services and Fund Raising, DCM, ECM business, complex transactions, deal structuring and negotiation • Ability to stretch oneself and work under pressure, handle multiple transactions simultaneously, and meet deadlines. • Strong analytical and strategic thinking with exceptional communication skills. • Updated knowledge of RBI, SEBI Regulations, Companies Act etc. • Ability to multi-task and work independently as well as collaboratively within a team environment. • Innovation and creativity. • Comply with the Compliance and Risk policy of the Company.
Educational Qualification	Graduate, with preference for MBA /CFA / CA or equivalent from recognized Universities in India/overseas.

Minimum Experience	5+ Years
Location of posting	New Delhi 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	careers@bobcaps.in
Website	www.bobcaps.in
Contact Person	Ms. Suchitra Bangera
Contact No.	022 – 61389300
Last Date for application	06 th September 2021