NOTIFICATION

RECRUITMENT OF HUMAN RESOURCE ON FIXED TERM ENGAGEMENT ON CONTRACT BASIS FOR WEALTH MANAGEMENT SERVICES DEPARTMENT IN BANK OF BARODA

We refer to the detailed advertisement dated 07.01.2022 in leading newspapers/ notification on our bank's website inviting applications for various positions in Wealth Management Services Department.

The application window inviting online applications for the following positions has been re-opened from 11.04.2022 to 20.04.2022 (23:59 hours).

Sr. No. as per Advt dated 07.01.2022	Position
8	Product Head –Private Banking
9	Group Sales Head (Virtual RM Center)
10	Private Banker – Radiance Private (Only for Mumbai location)

The eligibility criteria, Roles & Responsibilities etc. has been appended below for ready reference. However, the candidates are advised to go through the detailed advertisement, ensuring their eligibility and other details before applying and remitting fees.

Candidates who have already applied for the aforesaid positions/locations need not apply again.

Decision of the Bank in all matters pertaining to selection process shall be final and binding.

DATE: 11.04.2022 **CHIEF GENERAL MANAGER (HRM)**

Position	Product Head –Private Banking	Group Sales Head (Virtual RM Center)	Private Banker – Radiance Private
Age	Min - 24 Years Max - 45 Years	Min- 31 Years Max-45 Years	Min- 33 Years Max-50 Years
Educational Qualification	A Degree (Graduation) in any discipline from a University recognized by the Govt. Of India/Govt. bodies/AICTE	A Degree (Graduation) in any discipline from a University recognized by the Govt. Of India/Govt. bodies/AICTE Desirable qualification : 2 years full time Post Graduate Degree / Diploma in Management	A Degree (Graduation) in any discipline from a University recognized by the Govt. Of India/Govt. bodies/AICTE Desirable qualification : 2 years full time Post Graduate Degree / Diploma in Management , CFP, CFA or equivalent qualifications
Work Experience	• Minimum -3- years of relevant work experience. • Must have experience of handling clients segments having TRV of Rs 15 Cr and above. • Must be well versed with the Investment, Insurance, Derivative Products, etc. • Ability to co-ordinate with various department like Trade, Forex, Project Finance, Merchant Banking, Syndication, Venture Capital, Private Equity. • Must have sound knowledge of the prevalent ecosystem of Private Wealth in the industry. • Must be aware of the regulatory guidelines, pertaining to products.	• Minimum 10 Years of relevant work experience in financial services, Investment advisory out of which minimum 5 Years of experience in Wealth Management. • Prior experience of handling virtual Relationship Manager sales centre/outbound sales in call centre, outbound tele-sales • Good understanding of the sales process and compliance for tele sales. • Excellent Knowledge of Investment Products, PMS, Mutual Funds and Insurance • Proven track record of High Performance and Leadership • Should have managed a large team of relationship managers & Team Leads at Regional Level at least for 5 years.	• Minimum 12 Years of relevant work experience in financial services, Investment advisory or Private banking out of which minimum 8 Years of experience is in Wealth Management or related profiles • Excellent knowledge of Private Banking products and services including Investments (Mutual Funds, PMS, AIFs, Structured products). Insurance (Life, Health, General), Banking Products (Assets as well as Liabilities), Trusts as well as advisory services etc. • Proven track record of high performance and bespoke relationship management • Excellent connections in the respective private banking markets • Well-versed in terms of Banking regulations, and reforms and developments/changes across the Wealth Management business spectrum

Position	Product Head –Private Banking	Group Sales Head (Virtual RM Center)	Private Banker – Radiance Private
Roles & Responsibilities (indicative & not limiting)	• Must enable Bank to develop Private Banking segment. • Planning and executing strategies along with seniors to scale up business through this segment. • Coordinating with various department like, Trade & Forex, Corporate Finance, Retail Banking etc providing necessary support to the clients, and team at the ground. • Coordinating with the departments for syndicate loan, working capital, IPO etc. • Studying and adopting best practices of the industry to scale up the segment	• Defining and Implementing corporate strategy for the affluent segment in line with corporate vision and plan • Designing market and sales strategy for management of existing client base, tracking and monitoring sales across business lines. • Manage, coach and mentor team in achieving their KRA's and outperforming on the decided benchmarks • Engage with key clients (Individual and corporates) and help in driving key business deals and transactions • Build internal and external relationships to help create business development opportunities • Foster a performance led and ethical culture in the area • Conducting Individual and Joint Performance reviews for all profiles reporting to him /her • Responsible for legal and compliance requirement being met.	• Acquisition of new client relationships and development/management of existing Private client relationships(TRV > INR 15 Cr) • Initiates, develops and retains client relationships while contributing actively to business development and financial goals of the bank • Responsible for overall revenue and profitability goals across the mapped private client base • Expected to drive solicitation, presentation, closing and ongoing-management of private banking products across the mapped client base • Liaises with Private Banking product teams to keep abreast of investment and other product offerings and acts as client's window to the private banking services offered the Bank • Responsible for up-to-date compliance, KYC and client profile on all mapped clients • Responsible for creating and owning the Investment Charter/Wealth Plan for all mapped customers based on assessment of risk tolerance, investment horizon and suitability for each client and marketing appropriate products and services basis the charter • Remains abreast in terms of market trends and developments, customer preferences, and new/innovative products • Contributes to all aspects of the marketing mix including products development, high

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Bank of Baroda

Position	Product Head –Private Banking	Group Sales Head (Virtual RM Center)	Private Banker – Radiance Private
			operational efficiency and bespoke customer service • Independently establishes a meeting system to ensure coverage of the mapped client base, completes meeting reports and establishes a robust follow-up system • Participates, anticipates, enquires, responds, and prepares written presentations and other documents independently • Expected to achieve high levels of service standards and maximize client satisfaction.
Nature of Engagement	Contractual Engagement for a period of 5 years, with periodic performance review. The term of engagement may be extended at the option of the Bank.		
Eligibility Criteria to be met as on	01.01.2022		
To Apply	Interested candidates are advised to visit the Bank's website www.bankofbaroda.co.in (Career Page → Current Opportunities → Recruitment for various positions in Wealth Management Services Department on Fixed Term Engagement on Contract Basis) for further details or you may follow the following link for applying for the said post: https://www.bankofbaroda.in/career/current-opportunities/recruitment-of-various-positions-under-wealth-management-services-department-on-contract-basis The last date of submission of the application is **20.04.2022 (23:59 hours).**		
All other Terms & Conditions as per Advertisement dated 07.01.2022 shall remain unchanged			