



EXCITING CAREER OPPORTUNITIES AT ABC CAPITAL LIMITED

ABC Capital is a leading Stock Brokerage company providing long term careers to deserving professionals. We are seeking to recruit dynamic, creative and self-oriented professional for the following position:

GENERAL MANAGER

The General Manager will provide leadership and vision in the management of the company's activities in liaison with the Board of Directors.

To help build, grow and maintain business development in the company through establishment of key relationships with existing and potential clients, including fund managers, custodians, high net worth individuals and other institutional investors with a view to maximize earnings from commissions and other income.

REPORTING TO: GROUP CHIEF EXECUTIVE OFFICER

Key Responsibilities

- Oversee general company operations
- High level marketing of institutional investors, fund managers and high net worth Individuals
- Responsibility for establishment and supervision of pro-active portfolio management & marketing team for real value addition to investing clients
- Overall responsibility for development of new products in line with market trends
- Maximization of Group Synergy and cross-selling within the ABC Group
- Judicious cost management and cost containment without hampering growth
- Overall responsibility for risk management, internal controls, statutory compliance and Corporate governance
- Chief liaison officer between the company, the Board of Directors and other ABC Group companies
- Managing and motivating the Portfolio Managers to ensure optimal portfolio returns to customers
- High level marketing of company products to institutional investors and high net worth individuals in liaison with the marketing team
- Join Portfolio Managers in meetings with key existing and potential clients with a view to generating increased business volumes
- Approve all payments
- Approve all share transfers
- Prepare all board papers and attend all board meetings on behalf of management.

- Reinforce Group Synergy and cross selling of ABC Group products
- Chair Management Committee meetings
- Review major research reports for quality prior to despatch
- Liaison with all regulatory authorities – CMA, NSE, CDSC

Minimum Qualifications, Knowledge and Experience

- A university degree in either Commerce, Business Management, Economics, Finance or Statistics;
- At least 10 years experience in the financial services industry, three of which must be in Stock Broking business
- Well versed in the various banking processes and products;
- Literacy on MS Office suite is a MUST.

Key Competencies & Skills:

- Good marketing flair and sound understanding of capital markets dynamics
- Good knowledge of Stock brokerage, Bond trading, Corporate finance, & Custodial services
- Sound industry knowledge, excellent interpersonal and leadership skills with demonstrable competencies in building shared vision, championing customer focus and managing people in a multi-cultural environment
- Impeccable integrity and honesty, and team building competencies
- Possess good knowledge of ethics, corporate governance and operations of boards
- Verbal and written communication with diverse audiences; and team building competencies
- Attention to detail and a strong numeric ability;
- Strong analytical skills, high flexibility and creativity; with the ability to work well under pressure

Applications indicating how your experience matches the position requirements and attaching detailed CV indicating current position, salary and names and contacts of three referees should be forwarded to: hr@abcthebank.com or talk2us@abcthebank.com .

Only short listed candidates will be contacted. Canvassing will lead to automatic disqualification.