

Vertical	Merchant Banking- ECM
Designation	VP/AVP
Location	Mumbai
Job Responsibilities	<p>The role will include but not limited to the following: -</p> <ul style="list-style-type: none"> •Client Relationship Management: <ul style="list-style-type: none"> • Build, develop, and maintain relationships with corporate clients, institutional investors, and other stakeholders. • Understand client capital raising needs and provide tailored ECM solutions (IPO, FPO, QIPs, Rights Issues, etc.). • Act as the key point of contact for clients, offering consistent, professional, and timely service. •Business Development: <ul style="list-style-type: none"> • Identify and target new business opportunities for ECM products and services. • Develop and execute strategies for client acquisition, focusing on both public and private companies. • Maintain a strong network within the investment banking and capital markets industry to uncover new opportunities. •Sales & Execution: <ul style="list-style-type: none"> • Lead the sales process from identifying potential clients to closing deals, ensuring smooth execution of ECM transactions. • Work closely with internal teams (Investment Banking, Legal, Compliance, etc.) to structure and execute equity capital market offerings. • Coordinate with clients to prepare for equity capital market transactions, ensuring all documentation and approvals are in place. •Market Analysis & Reporting:

	<ul style="list-style-type: none"> • Stay informed of market trends, competitor activities, and industry news, analysing the impact on ECM opportunities. • Prepare market research, competitor analysis, and client pitch materials to drive ECM sales. • Provide regular updates and reports to senior management on sales performance, market trends, and new business opportunities. <p>•Negotiation & Closing:</p> <ul style="list-style-type: none"> • Lead negotiations with clients to close deals and achieve desired outcomes. • Ensure all ECM transactions are structured efficiently, with a strong focus on client objectives and risk mitigation. <p>•Team Collaboration & Mentorship (Senior Manager Level):</p> <ul style="list-style-type: none"> • Collaborate with senior leaders to develop and refine sales strategies and go-to-market initiatives.
<p><i>Ideal Candidate Profile :</i></p>	<p><i>Education:</i></p> <ul style="list-style-type: none"> • CA/MBA from reputed institutes will be preferred <p><i>Experience:</i></p> <ul style="list-style-type: none"> • 8+ years of experience in ECM or capital markets sales, with a strong track record in business development and client relationship management. <p><i>Skills:</i></p> <ul style="list-style-type: none"> • Deep understanding of equity capital markets, IPOs, follow-ons, rights issues, and other equity financing methods. • Strong grasp of financial instruments, equity valuations, and capital market transactions. • Proficient in Microsoft Office Suite (Excel, PowerPoint, Word), with the ability to create pitch presentations and reports.

	<p>Communication:</p> <ul style="list-style-type: none"> • Excellent verbal and written communication skills, with the ability to present and negotiate at all organizational levels. • Strong presentation skills and the ability to tailor content for different audiences, including senior executives and investors. <p>Interpersonal Skills:</p> <ul style="list-style-type: none"> • Strong relationship-building skills and the ability to work effectively with clients, colleagues, and senior management. • Ability to navigate complex negotiations and decision-making processes. <p>Preferred Skills:</p> <ul style="list-style-type: none"> • Experience with financial modelling, valuation techniques, and market research tools. • Existing relationships with corporate clients, institutional investors, and other stakeholders in the ECM space. • Familiarity with ECM regulations, compliance, and industry standards.
Why Join Us:	<ul style="list-style-type: none"> • Competitive salary and performance-based incentives. • Opportunities for career growth and professional development. • Collaborative and dynamic work environment. • Exposure to high-profile and complex financial transactions.