

#### ABOUT BARODA BNP PARIBAS MUTUAL FUND

Bank of Baroda, one of India's leading public sector banks, has partnered with BNP Paribas Asset Management, the asset management arm of BNP Paribas, a leading financial services group in Europe with global reach, to form **Baroda BNP Paribas Mutual Fund**

#### JOB DESCRIPTION

<b>Role Offered -Designation</b>	Investment Specialist – India Equities	<b>Department</b>	Investments
<b>Location</b>	Mumbai	<b>Sub- Department</b>	Offshore & AIF
<b>Position reports to</b>	Head – Offshore & AIF	<b>No of Reportees</b>	Nil

#### PURPOSE OF THE ROLE

As part of the India Offshore & AIF Team, the candidate will represent portfolio strategies along with macro-economics to external investors & enable in commercialization of investment capabilities.

#### KEY RESPONSIBILITIES AND ACCOUNTABILITIES OF THE ROLE

- Owner of the messaging & content about the investment capabilities. Act as the primary contact point for all investor communication, representing Indian markets to Internal (BNP AM) and External sales network and clients
- Bring investment expertise to client pitches and other interactions; Monthly deliverables to include newsletter, factsheet, pitchbook updates, RFP updates and thought leadership publications
- Represent firm's investment capability and the market outlook at client meetings, seminars, and pitches to large global investors and sales teams.
- Support the global sales, CRM and clients, on calls and travel to client location as and when required
- Bring investment perspective to product development and product innovation initiatives to include Offshore & Domestic Funds
- Maintaining in-depth understanding of process, portfolio activity and the relevant markets, follow and have in-depth understanding of asset class developments and innovation.

#### KNOWLEDGE, EXPERIENCE, SKILLS AND ABILITIES

Educational Qualification	<ul style="list-style-type: none"> <li>Master's / Post graduate degree in Finance / Economics / MBA / CFA, CA, etc.</li> <li>NISM V A certification is mandatory</li> </ul>
Technical & Professional Knowledge required (What someone NEEDS TO KNOW)	<ul style="list-style-type: none"> <li>A good understanding of India macro &amp; equity investment process is a must</li> </ul>
Experience Required (What someone NEEDS TO HAVE DONE)	<ul style="list-style-type: none"> <li>Over 3-5 years' experience as India Investment Specialist or Equity Sales or Investment Products (Institutional)</li> </ul>
Essential Competencies for the role (Competencies that need to be demonstrated or how they NEED TO BEHAVE)	<ul style="list-style-type: none"> <li>Very Strong presentation &amp; communication skills - written as well as verbal.</li> </ul>
Personal Attributes required (Personal qualities, motivations, and preferences likely to enhance performance in the role)	<ul style="list-style-type: none"> <li>Passion for sales relationship management, understanding of investment themes, products, Equity &amp; Fixed Income</li> </ul>

#### KEY INTERACTIONS

<b>Internal</b>	Offshore & AIF Head, Equity Team. Sales, Compliance, Product, & Marketing
<b>External</b>	Clients & Distributors