

## Explore Yourself to an Exciting Career in Capital Market!!!

### Authorized Representative (AR)

BRAC EPL Stock Brokerage Limited, a subsidiary of **BRAC Bank Limited**; is **one of the largest stock brokerages in Bangladesh** with strong foothold in domestic institutions, retail clients and foreign institutional investment segment. We are looking for confident, career focused and highly energetic **Authorized Representative (AR)** for our **Business Development Team** to serve our local Investors located all over the country.

If you have knowledge over capital market and distinctive capabilities on sales and trading activities with business growth partnering mindset, then throw a challenge to yourself!

#### Duties & Responsibilities

- Develop innovative and objective oriented business development ideas and execute those to enrich large equity
- Execute the flawless and nimble trading activities with prudent gesture and efficiency abiding regulatory compliance.
- Explore the potential High Net Worth clients and manage the funds
- Play a pivotal role in deciding the best investment solutions with minimum risks and maximum profit for clients
- Managing client's portfolio with large equity in various investment tools
- Execute the nationwide rigorous sales activities and enrich the client base for the company
- Nurture the existing client base and attract the new funds with prudent investment decisions
- Continuous communication with and visit existing/potential clients for business prospects
- Ensuring profitable growth of branches and contribute to the business strategy by prudent investment and cost control
- Communicate with cross functional teams for sales, trade and other related issues
- Comply with the law, rules, regulations in business activities imposed by the regulators.
- Time-to-time management reporting as and when required
- Any other responsibilities assigned by the management team

#### Requirements

- Minimum One (1) to fifteen (15) years of proven experiences in relevant field
- Excellent Salesmanship, keen portfolio management and Sound Knowledge over Capital Market will be preferred
- Should have a valid Authorized Representative (AR) certification/license
- Bachelor/Master's degree in a relevant field, Business/Commerce preferred.
- Capital Market related professional degrees/training courses will get a hike.
- Must be enthusiast toward the capital market with growth mindset
- Excellent level of interpersonal and communication skills (oral and writing)
- Must be enthusiastic, committed to achievement and result oriented
- Strong negotiation skills and capable team-player
- Professional knowledge and skill levels are kept up-to-date in order to meet the needs of the position
- Well versed in MS Office suits, Internet and email correspondence

#### Compensation and Benefits

- Attractive Compensation for deserving candidates with fringe benefits (e.g. PF, Gratuity, Insurance and others)

**\* Any kind of persuasion will directly disqualify the candidature**  
**\* BRAC EPL Stock Brokerage Limited is an Equal Opportunity Employer**

Please send your updated Resume (MS Word/PDF only) at [jobs@bracepl.com](mailto:jobs@bracepl.com) mentioning the position applied in the email subject line on or before **September 30, 2024**.