

**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**  
**PLACEMENT OPPORTUNITY: FINPE**

**NOTICE NO. : AJU/T&P/UG/0053/19-20**

**DATE: 29/09/2020**

**COMPANY PROFILE:**

**Finpe** a brand of Fintech Banking & Financial Services is a fastest growing company in Fintech banking industry by providing B2B and B2C solutions in Pan India. Our aim is to provide banking services via our banking platform in the form of Finpe Merchants, Fintech DSA and Fintech SDSA in Pan India so that our Fintech partners can earn and also assist the common peoples to use our services from their neighbour. We aim to build our network of minimum 1-lakh merchants by the end of 2021 in Pan India. Finpe aims' to give banking a big scope by providing secure, safe and easy banking platform through its' mobile application and web portal.

PROFILE: **Relationship Manager**

**JOB DESCRIPTION:**

- Research and recommend prospects for new business opportunities
- New Franchise Appointment
- Should have updated list of open Locations
- Meet and follow up all interested Leads
- Research and analyse sales options
- Build and maintain relationships with clients and prospects
- Stay current with trends and competitors to identify improvements or recommend new products
- Collect and analyse information and prepare data and sales reports
- Build and maintain professional networks
- Meet with potential clients to determine their needs

**JOB REQUIREMENT:**

- Knowledge of hardcore filed Sales.
- Competency in English and Local Language.
- Knowledge of MS Office software and CRM software
- Ability to negotiate and understanding of marketing skills
- Self-motivated and goal-oriented, desire to deliver results
- Ability to create and deliver presentations
- Fast learner and quick thinker
- Passionate about sales
- Ability to adapt and grow in a competitive environment

JOB TYPE: Full Time

JOB LOCATION: Kolkata

**SALARY PACKAGE OFFERED: Rs 2.4 LPA for to 3.2LPA**

ELIGIBILITY : **BBA/BCOM**

SELECTION PROCESS : **Online GD & PI**

**PROCESS OF REGISTRATION:**

1. E- mail your resume to [placements@arkajainuniversity.ac.in](mailto:placements@arkajainuniversity.ac.in)
2. The subject line of your mail must be mentioned as "**FINPE**".
3. Resume must be in Standard MS Word format. Resume file name must be Student's own name.
4. Resumes in any other format will be rejected.
5. Kindly send your resume by **02:00 PM, 30th September 2020.**

Sd/-



**HEAD – TRAINING & PLACEMENTS**

Disclaimer: The information mentioned above is as shared by the employer. The institution will not be responsible for any deviation.