

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ FINPE

NOTICE NO.: AJU/T&P/UG/0027/20-21

DATE: 04-05-2021

NAME OF COMPANY: FINPE

PAYROLL COMPANY: Fintech Banking & Financial Services

ABOUT COMPANY:

Finpe, Fintech Banking & Financial Services a Skysoft Infotek India Pvt. Ltd. enterprise established in the year of 2015. Skysoft is a renowned brand in Banking and IT Industry. They have launched Finpe in the year 2019 to cater to the unbanked areas of the society to provide AEPS, DMT, BBPS, PAN CARD, PREPAID CARD, CASH DEPOSIT, MICRO FINANCE LOAN and MICRO ATM services. Our main aim is to promote entrepreneurship in the rural and urban section of the society.

WEBSITE: www.fintechbanking.in

Registration deadline for Nomination is till 05:00 pm, 05th May 2021.

DESIGNATION: Business Development Executive

DEPARTMENT: Retail & Distribution Sales

JOB LOCATION: As per your preference (District wise Home Location)

COURSE & SPECIALIZATION ELIGIBLE: BBA & BCOM

ELIGIBLE PASSING YEAR: 2021

SALARY PACKAGE OFFERED:

CTC Rs.1.8 Lakhs per annum to Rs.2.4 Lakhs per annum

GENDER ELIGIBLE: Male & Female

JOB ROLE:

BDE responsible for supporting the Sales organization in acquiring new business and managing existing client(s). This individual must have initiative, demonstrate resourcefulness and basic level sales skills to qualify inquiries from our clients. In addition managing our vast eco-system of partners building new client base. This function's main aim is to help the region achieve its sales targets in the financial year.

JOB RESPONSIBILITIES & SKILLS REQUIRED:

- Establish new Retail & Distributors wings in the given territory.
- End-to-End responsibility of revenue & gross Margin by being the single face of Finpe to the customers.
- A self-starter who is familiar with leading Technology OEM / Vendor and Distributors in the Fintech industry.
- Be the advocate for compliance and sales governance / SOA (Schedule of Authority)
- Can demonstrate leadership in engaging strategic Partners / Vendor(s) & Distributors) for quotes and order routing
- Perform Lead-Generation liaising with Sales & Marketing teams in the process
- Deliver profitability through maximizing volume discounts, leveraging buying power and lowering logistics charges.
- Ability to work with Commercial team(s) in new Vendor and Distributor on-boarding
- Should have excellent selling experience to create new distributors and merchants.
- Good knowledge of the Fintech & Telecom Industry.
- Ability to work independently and also with team.

BEHAVIOURAL COMPETENCIES:

- Excellent overall communication skills; speaking, listening, writing and presenting
- Articulate and persuasive; can communicate through difficult as well as complex matters in a straightforward and transparent manner
- Strong skills in organizational, analytical, detailed planning and project management
- Ability to grasp concepts quickly, think beyond traditional methods to exceed client's expectations
- Proactive and self-motivated.
- Strong sense of urgency
- High in character and integrity

Tentative Joining Date/Period: Immediate

Selection Process: Personal Interview Through Online

PROCESS OF REGISTRATION:

01. Interested students need to click on the below link or copy/paste the link on Google Chrome (or any other Web Browser) to fill all their details in the provided Google form and should submit to register successfully.

<https://zfrmz.in/ymGNTxULiZTXvblOIYFX>

02. Students registered with the T&P Department for placements, are only eligible.
03. Already placed & debarred students are not eligible.
04. Updated list of debarred students is available with the respective HODs.
05. Please note that it is mandatory to submit the above form to nominate successfully.
06. The form can be submitted only once, thus please be cautious while filling up the form.
07. The Resume File name must be student's own name.
08. Registration deadline for Nomination is 05:00 pm, 05th May 2021.
09. One student can Register only once, thus be cautious while registering.
10. Please Note: The Registration process will automatically turn off after the provided deadline.
11. You are advised to read & understand the disclaimer below before applying for this opportunity.
12. For queries you may WhatsApp @ 9831664615 (Mr.Rahul Rej - TPO, AJU).

Sd/-



HEAD – TRAINING & PLACEMENTS

Disclaimer: The above Notice is based on the information as shared by the employer. The University will not be responsible for any deviation.