



**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**

**PLACEMENT OPPORTUNITY @ SKYSOFT INFOTEK INDIA PVT.LTD (FINPE)**

**NOTICE NO.:AJU/T&P/PG/0041/21-22**

**DATE: 27-01-2022**

**NAME OF COMPANY: SKYSOFT INFOTEK INDIA PVT. LTD. (FINPE)**

**PAYROLL COMPANY: SKYSOFT INFOTEK INDIA PVT. LTD.**

**ABOUT COMPANY:**

**Finpe** a brand of **Skysoft Infotek India Pvt. Ltd.** 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 Banking services. Their main aim is to promote entrepreneurship in the rural and urban section of the society

**Their Services:**

AEPS (Aadhar Enabled Payment Services)

DMT (Domestic Money Transfer)

CASA (Current Account Savings Account)

Stock Brokerage

Portfolio Management

Micro ATM

Micro Point of Sale

Mobile Recharge

Bharat Bill Payment Services

Insurance

**WEBSITE: [www.skysoftinfo.com](http://www.skysoftinfo.com)**

**[www.finpe.in](http://www.finpe.in)**

**Registration deadline is 12:00 pm, 28<sup>th</sup> January 2022.**

**DESIGNATION: 1. Territory Sales Manager**

**2. Area Manager**

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

**ELIGIBLE COURSE: MBA**

**ELIGIBLE PASSING YEAR: 2022**

**SALARY PACKAGE OFFERED: CTC Rs.3.2 Lpa to Rs.6 Lpa**

**PROBATION PERIOD: 06 months**

**GENDER ELIGIBLE: Male & Female**

**JOB ROLE:**

- Channel Sales
- On boarding new DSA Channel
- On boarding new End Customers in CASA & Demat Segment
- On boarding new Customers through Channel Partners
- mPOS & mATM Sales

**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 (Leave will be provided during the semester examination)

**SELECTION PROCESS: (Virtual)**

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://forms.gle/tBa99jUJzaE7aJX4A>

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 Faculty Coordinators.

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 12:00 pm, 28<sup>th</sup> January, 2022.**

09. The Registration process will automatically turn off after the provided deadline.

10. One student can Register only once, thus be cautious while registering.

11. You are advised to read & understand the disclaimer below before applying for this opportunity.

**12. Coordinating Training & Placement Manager: Mr. Rahul Rej (WhatsApp @ 9831664615).**

Sd/-



**HEAD – TRAINING & PLACEMENTS**

**Disclaimer:** The above Notice is based on the information as shared by the employer. The employer reserves the right to change or modify the afore-mentioned job details without any prior information. The Training & Placement Department and the University will not be responsible for any deviation. Nominating or applying for the vacancy/job profile indicates your agreement to all the Terms & Conditions/Training & Placement Department Placement Policy, in these terms, as modified from time to time. Therefore students are strictly advised to read clearly understand the Placement Policy (Procedural & Behavioural both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.