

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ NEEMTREE & KLIMB

NOTICE NO.: AJU/T&P/PG/0075/21-22

DATE: 12/04/2022

NAME OF COMPANY: NEEMTREE & KLIMB

Registration Deadline: 4:00 pm, 27th April 2022.

COMPANY PROFILE:

Klimb is a modern recruiting software built to create extraordinary recruiting experiences for Candidates, Recruiters, and Management & Employees. Our mission is simple - create a recruiting software that's so easy to use & affordable, that every recruiter can switch from excel. We have found our product-market fit, have paying customers who vouch for us, and now, we are aiming to scale. Klimb was born with the vision to solve unaddressed problems in Talent Acquisition. It currently powers PAN India Talent Acquisition for companies such as CarDekho & Magic bricks. Our software enables recruiting in more than 150 locations including tier 2 cities. Our largest clients have up to 10,000 employees and they hire over 2000 candidates each year.

JOB PROFILE:

1. Customer Success Manager

The business development manager of Klimb is a highly energetic result-oriented individual who plays a cardinal role to streamline various operations, increasing leads, converting leads to sales, improving overall customer Satisfaction & bringing product feedback. The business development manager will work closely with the CEO, to help manage the business & teams, to ensure teams are focused on their deliverables & achieve their targets.

a. Business Development

- Direct sales team to generate outbound leads with creative ideas.
- Monitor, review & improve the sales process to convert leads into sales Opportunities
- Manage a small team of business development associates.
- Enable the sales team to demonstrate the software and explain the functionality

of the product.

- Ensure the latest sales materials are available to the team.
- Forecast sales & help achieve sales targets.

b. Marketing & Lead Generation

- Direct & manage the operations of Marketing & lead generation activities of Klimb.
- The team is responsible for Product positioning & messaging, Market & competitive analysis, Sales enablement, PR Strategies, and generating inbound & outbound leads using various digital marketing strategies such as SEO, SEM, Social Media Marketing,
- Email Campaigns & LinkedIn Campaigns.
- Help generate quality & quantity of leads.

- Candidate should have a flair to explain the features & functionality of the software.
- Excellent written, verbal, and presentation skills, with an eye for quality and attention to detail.
- Possess a high degree of self-motivation, initiative, integrity, discipline & Commitment.
- Exceptional ability to communicate and foster positive business

2. Business Development Manager

The customer success manager of Klimb is a highly energetic result-oriented individual who plays a cardinal role to define, develop and execute effective customer adoption and success strategies, improve overall customer satisfaction & bring product feedback, to discuss and advise on core functionality & features of the software beyond the fundamentals, and the art of what is possible. The customer success manager will work closely with the CEO, to help manage the customers & teams, to ensure teams are focused on their deliverables & achieve their targets.

- Direct & manage the operations of customer life-cycle from on-boarding, adoption to renewal.
 - Manage a small team of customer success associates.
 - Monitor, review & improve processes continuously with an objective to increase scalability without dropping customer satisfaction.
 - Develop new & improve existing new user guides & documentation of the product features & capabilities.
 - Help increase cross-sells & reduce churn.
 - Conduct ongoing operational reviews and suggest process improvements. Bring intelligent product feedback and recommendations from customers back to Product & Tech teams.
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- Candidate should have a flair to explain the features & functionality of the software.
 - Excellent written, verbal, and presentation skills, with an eye for quality and attention to detail.
 - Possess a high degree of self-motivation, initiative, integrity, discipline & Commitment.
 - Exceptional ability to communicate and foster positive business relationships.

- Ability to manage and motivate the team to achieve organizational goals by using people management skills.

JOB LOCATION: CTC: 3 LPA + Incentives (in-hand)

SALARY PACKAGE OFFERED:

INR CTC: 3 LPA + Incentives (in-hand)

COURSE ELIGIBLE: MBA

ELIGIBLE PASSING YEAR: 2022

GENDER ELIGIBLE: Male & Female Both

TENTATIVE JOINING DATE/PERIOD: Immediate

Note:

- Working hours will be around 45-50 hrs. per week.
- Candidates should have a personal laptop and good connectivity.
- Candidates should be comfortable working from home.
- Candidates should have good oral and written communication skills.
- Please share the resumes of all the interested students.

SELECTION PROCESS:

Virtual Interview

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/GBcspCgEUtgDuUfN6>

02. Students registered with the T&P Department for placements are only eligible.

03. Please note that it is mandatory to submit the above form to nominate successfully.

04. The form can be submitted only once, thus please be cautious while filling up the form.

05. The Resume File name must be the student's own name.

06. Registration Deadline: 4:00 pm, 27th April 2022.

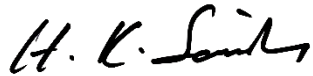
07. Please Note: The Registration process will automatically turn off after the provided deadline.

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

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

10. For queries you may WhatsApp @ 7279900530 (Ms. Zeba Bukhtayar - Sr. Executive Training and Placement Department)

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 & Behavioral both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile