

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ NEEMTREE & KLIMB

NOTICE NO.: AJU/T&P/UG/0094/21-22

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: Customer Success Associate

The Customer Success Associate (CSA) is a high-energy strategy-focused customer advisor responsible for developing customer relationships that promote retention and loyalty. The CSA will define, develop and execute effective customer adoption and success strategies. The CSA is able to discuss and advise on core functionality & features of the software beyond the fundamentals, and the art of what is possible. The CSA helps customers realize business results by serving as the post-sale conduit for our customers, and also ensures that our engineering teams understand the in-depth feedback through the eyes of our customers.

JOB RESPONSIBILITIES

- Own the complete customer life-cycle of on boarding, adoption, expansion, and renewal.
- Strive to continually drive faster "time to value" and improve overall customer Satisfaction & reduce churn.

- Understand customer's objectives and how they translate to outcomes.
- Develop new & improve existing new user guides & documentation of the Product features & capabilities.
- Identify opportunities for up-sell and cross-sell.
- Bring intelligent product feedback and recommendations from customers back to Product & Tech teams.
- Conduct ongoing operational reviews and suggest process improvements.

CANDIDATE ATTRIBUTES

- The candidate must have a flair to explain 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

JOB LOCATION: Remote

SALARY PACKAGE OFFERED: CTC INR: 15,000 / month + Incentives (in-hand)

COURSE ELIGIBLE: BBA

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.

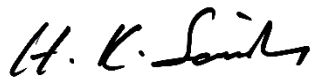
07. Please Note: The Registration process will automatically turn off after the provided deadline.

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