

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT
PLACEMENT OPPORTUNITY @ ADVANTAGE CLUB

NOTICE NO.: AJU/T&P/PG/0083/21-22

DATE: 20/05/2022

NAME OF COMPANY: ADVANTAGE CLUB (WORK ADVANTAGE PVT. LTD)

Registration Deadline is 2:59 pm, 21st May 2022.

COMPANY PROFILE:

Advantage Club is a Saas-based B2B2C HR-Tech Solution organization, providing Corporate Employee Experience and Financial Benefits solutions globally. We are working with more than 1000+ clients and serving 1.5 million+ corporate employees across 100+ geographies, including Hexaware, Concentrix, Tele performance, Minda Corporation, etc. Our major verticals are Corporate Perks, Rewards & Recognition, Social Engagement, Prepaid Tax Saving solution, and Earned Wage Access (EWA).

Website: www.advantageclub.in

NAME OF THE POSITION

Name of the Position	CTC offered
Inside Sales Consultant (India)	5.2 LPA (4 Fixed + 1.2 Variable)
Inside Sales Consultant (International)	5.2 LPA (4 Fixed + 1.2 Variable)
Business Development Manager(BDM)	8 LPA (4.5 Fixed + 3.5 Variable)
Business Development Manager (Global Sales)	8 LPA (4.5 Fixed + 3.5 Variable)
Enterprise Sales Consultant	8 LPA (4.5 Fixed + 3.5 Variable)

1. BUSINESS DEVELOPMENT MANAGER

Key responsibilities:

- Prospect for potential new clients and turn this into increased business.
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities. Meet potential clients by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/Principles.
- Plan approaches and pitches. Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. Use a variety of styles to persuade or negotiate appropriately.
- Present an image that mirrors that of the client.

Skills required:

- Excellent verbal and written communication skills.
- Energy, passion and a real drive to get ahead
- Capable, quick, determined
- Immaculate attention to detail
- Team player
- Start-up mentality, high willingness to learn, and hardworking.

2. ROLE/DESIGNATION: INSIDE SALES EXECUTIVE

- **Product Knowledge:** Product knowledge is likely the most important skill you will need to have as an inside sales executive. In other words, you must have intimate knowledge of the products you're selling.
- **Communication skills:** It's crucial to have good verbal and written communication skills when working as an inside sales executive. This is mostly because you'll be engaging with clients over the

phone and pitching your product to them.

- Active listening skill: For an inside sales executive, it's important to display active listening skills.
- This is especially important over the phone as the client you're speaking with can't make note of your body language or eye contact.
- Rapport building skills: Being able to make connections with your clients is an important skill to have in this field.
- Time Management skills: Time management skills are highly beneficial for all inside sales executives.

What You'll Do

- Cold calling, generating and tracking new leads to continue expanding the reach of the business · Schedule sales appointments with current and prospective leads
- Continuously collaborate with pre-sales/sales teams for the handover of qualified leads and for updates on previously shared leads
- Maintain in-depth product knowledge and educate leads about the products · Uphold relationships with leads to ensure they remain satisfied, that their questions are answered, and that their needs are met.
- Collaborate with the marketing department to develop and implement new sales strategies · Constantly seek new ways to make products more attractive to current and prospective leads
- Demonstrate advanced sales knowledge, and stay up to date on all company policies and procedures
- Track sales leads and work with all stakeholders to ensure high closure of the leads

3. ENTERPRISE SALES

Key responsibilities:

- Lifecycle management from identifying to converting to solution delivery to the client.
- Research and build a pipeline of who could be the potential client.
- Prospect for potentiate corporate & channel clients and convert it into increased business.
- Identify decision makers of the potential clients of the organization.
- Set up meetings between client decision makers and company's product leaders/Principals.

- Plan approaches and pitches. Work with team to develop proposals that speaks to the Client's needs, concerns, and objectives.
- Participate in pricing the solution/service catering to the client's needs.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. Use a variety of styles to persuade or negotiate appropriately.
- Coordinating with sales ops, legal and administration for the solution delivery to the client.
- Prepare a note of solution delivery and circulate to all the relevant stake holder.
- Work with the product delivery team for the execution of the scope with in the launch timeline.
- Responsibility to account manage the client post-delivery for retention and leveraging the upselling opportunities.

Skills required:

- Strong verbal and written communication skills
- Say No attitude.
- Inheriting ability to take ownership of the work.
- Energy, passion and a real drive to get things done
- Capable, quick, determined, innovative and street smart
- Immaculate attention to detail
- Team player
- Start-up attitude, strong willingness to learn and hardworking

4. GLOBAL SALES

Key responsibilities:

- Lifecycle management from identifying to converting to solution delivery to the client.
- Research and build a pipeline of who could be the potential client.
- Prospect for potentiate corporate & channel clients and convert it into increased business.
- Identify decision makers of the potential clients of the organization.
- Set up meetings between client decision makers and company's product leaders/Principals.
- Plan approaches and pitches. Work with team to develop proposals that speaks to the Client's needs, concerns, and objectives.
- Participate in pricing the solution/service catering to the client's needs.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. Use a variety of styles to persuade or negotiate appropriately.
- Coordinating with sales ops, legal and administration for the solution delivery to the client.

- Prepare a note of solution delivery and circulate to all the relevant stake holder.
- Work with the product delivery team for the execution of the scope with in the launch timeline.
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Skills required:

- Strong verbal and written communication skills
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ELIGIBILITY: MBA

JOB LOCATION: Gurgaon

REMUNERATION OFFERED:

SELECTION PROCESS:

1. Students would be divided into groups and would share the GD link directly on their email ID.
2. Post the GD and Assessment we will share the interview invites with the shortlisted candidates.
3. Entire process including Interviews would be conducted online.

- Group Discussion
- Written Assessment
- Technical Round/ PI Round
- Founder's Round/ Final Round

JOINING: Immediate

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/ABbcC2kfoVULk99q8>

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 is 2:59 pm, 21st May 2022.

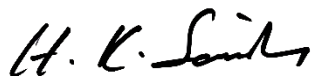
07. One student can Register only once, thus be cautious while registering.

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

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

10. For queries you may What Sapp @ 7279900530 (Ms. Zeba - 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.