



ARKA JAIN UNIVERSITY

TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ PAYTM SERVICES PVT.LTD.

NOTICE NO. : AJU/T&P/PG/0033/22-23

DATE: 30/01/2023

NAME OF COMPANY: PAYTM SERVICES PVT.LTD. (ONE97 COMMUNICATIONS)

PAYROLL COMPANY NAME: PAYTM SERVICES PVT.LTD. (ONE97 COMMUNICATIONS)

Registration Deadline is 11:59 PM, 4th February 2023

COMPANY PROFILE

Paytm is India's largest mobile payment & commerce platform. With the current user base of more than 164 million, Paytm is on a mission to bring half a billion Indians into the mainstream of the economy using mobile payment, commerce, payment bank and many other services. Consumer brand of India's leading mobile internet company One97 Communications, Paytm is headquartered in Noida, Uttar Pradesh.

OFFICIAL WEBSITE: <https://paytm.com/>

DESIGNATION: SALES EXECUTIVE

ROLES & RESPONSIBILITIES:

•	Responsible for planning & scheduling market visits for lead generation
•	Meeting sales targets of multiple payments solutions such as QR code, EDC/card swipe machine, point of sales software, insurance and other financial products
•	Deployment of products and articulation of benefits & best practices at client locations Ensuring customer satisfaction leading to higher sales conversions and retention
•	Gathering consistent feedback from market for existing offerings and insights on competitor
•	moves as feedback for product enhancements
•	Enable digital payments at unorganised retailers by on-boarding new retailers & make them understand the complete payments acceptance process and its benefits
•	Visit existing merchant and resolve if merchant having any issue
•	Good sales acumen are welcome for the profile

KEY SKILL SET:

•	Self-starters, who can take ownership without hand-holding and are comfortable navigating ambiguity, will be an ideal fit
•	Passionate about working in a fast growing firm and ready to get their hands dirty
•	Articulate complex solutions to novice customers
•	Honesty and trustworthy are most important virtues
•	Good sales and negotiation skills
•	Interest in financial products and markets
•	Understanding of Local geography
•	Smart phone with understanding of operating system and applications is must
•	Age limit from 18- 35 years.
•	Vehicle (Two-Wheeler) along with Driving Licence

ELIGIBILITY COURSE: MBA (2023 Passing out Batch)

REMUNERATION DETAILS:

❖ 4.07 Lac (2.27 fixed + 1.80 Variable) EDC Sales

❖ 3.31 Lac (1.87 fixed + 1.44 Variable) QR Sales

JOB LOCATIONS: Jamshedpur, Kolkata and your home town.

SELECTION PROCESS:

1. PPT
2. Group Discussion
3. Personal Interview

TENTATIVE DATE OF JOINING: Immediate (At the time of semester examination will provide the leave)

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/BbAJbVA6qKgzcj7m8>

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 student's own name.

06. Registration deadline for Nomination is till 11:59 pm, 04th February, 2023.

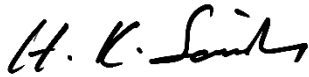
07. One student can Register only once, thus be cautious while registering.

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 WhatsApp @ 9831664615 (Mr. Rahul Rej – Manager T&P, AJU).

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.