

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT
PLACEMENT OPPORTUNITY @ MAGICPIN

NOTICE NO.: AJU/T&P/PG/0044/23-24

DATE: 11/05/2024

NAME OF COMPANY: MAGICPIN

PAYROLL COMPANY: MAGICPIN

Registration Deadline is 11:59 pm, 12th May 2024

ABOUT COMPANY:

Magicpin is a hyperlocal commerce technology company that offers digital convenience to local merchants and real-world experiences for customers. It connects offline commerce – where 95% of transactions happen in India – to online. Magicpin's proprietary tech stack provides an end-to-end app-based retail marketing platform that allow:

- Local Retailers to increase traffic and transactions through promotions
- Customers to explore hyperlocal retail and earn rewards and savings
- Brands to connect with consumers and retailers directly and optimize supply chain performance for greater impact.

Magicpin brings alive the joy of shopping from local stores, which are the lifeblood of the economy. By connecting retailers big and small with customers, Magicpin creates value for all in the hyperlocal retail ecosystem and allows them to leverage the fast-growing digital world. Magicpin drives more than \$2B+ in annual GMV. The app currently has more than 10M+ active users, is available in more than 50 cities in India and has more than 200,000+ brands, partners and retailers. Some Links and Videos to know more about the company -

--[Introduction Video](#)

--[1 Bn USD GMV](#)

—<https://startuptalky.com/magicpin-success-story/>

—https://www.google.co.in/amp/s/m.economictimes.com/tech/startups/zomato-ceo-deepinder-goyal-joins-magicpin-board/amp_articleshow/84547054.cms

WEBSITE: <https://magicpin.in/>

DESIGNATION: Business Development Associate

JOB LOCATION: Hyderabad | Delhi NCR

ELIGIBLE COURSE: MBA

ELIGIBLE PASSING YEAR: 2024

GENDER ELIGIBLE: Male & Female

SALARY PACKAGE OFFERED:

CTC- Up to Rs.6 LPA + Travelling Allowance [300 Rs. Per Day] + Incentive [Based on performance]+ 2Lakh Medical Insurance

JOB RESPONSIBILITIES:

1. This is a B2B sales (Field) role where you will be the face of magicpin and the friend, philosopher, and guide to our merchant partners.
2. Every day will be unique and interesting. The adrenalin rush of achieving targets, building, and selling solutions, and seeing hyper-growth will make you feel at home!
3. Scouting for leads ranging from restaurants, hotels, and fashion retailers, acquiring them as clients, and servicing them over the phone and email communication.
4. Maintaining relationships with clients, by providing holistic solutions.
5. Working close coherence with the marketing team to best optimize results for clients.
6. Generating sales insights and suggesting product level changes.
7. Managing the end-to-end sales process, including invoicing, collection, up-selling, etc.
8. Setting up daily meetings with potential clients
9. Negotiate/closing the deals.
10. Handle complaints or objections.
11. Revenue generation, Maximize revenue by Selling & upgrading monetisation Product.
12. Scaling partner merchant base Knowledge & Skills

KNOWLEDGE AND SKILL SET FOR THE ROLE:

1. Postgraduate in any field.
2. Ability to work in a fast-paced organization.
3. High ownership & accountability with a drive to close targets and grow in the system.
4. Strong communication, negotiation & persuasion skills

TENTATIVE JOINING DATE/PERIOD: Immediate

SELECTION PROCESS:

- Aptitude Test
- Communication Round
- Sales Round

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/XL1rs3VSrVTsmHH5A>

- 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 11:59 pm, 12th May 2024.

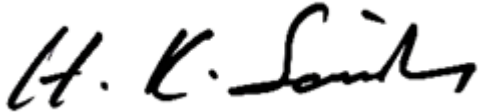
09. One student can Register only once, thus be cautious while registering.

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

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