



AMITY TECHNICAL PLACEMENT CENTRE

DELHI | GR. NOIDA | GURUGRAM | GWALIOR | JAIPUR | LUCKNOW | NOIDA
MUMBAI | RAIPUR | RANCHI | KOLKATA | PATNA

KredX

Virtual Campus Recruitment - 2022 Passing Out Batch

Only for Students of Amity Noida & Mumbai Campuses

Only for Unplaced & Eligible Students

Last Date to Register - 11th May 2022 (10 AM)

Company	KredX		
Website	http://www.kredx.com/		
Batch	2022 Passing out Batch		
Joining	Immediate		
Job Title	Assistant Manager Sales- MSME/Mid-market/Startups		
Eligible Degrees	MBA		
Eligible Branches	Marketing, Sales, International Business		
Other Skills Required	<ol style="list-style-type: none"> Experience in SAAS based product selling, Banking / NBFC, Fintech, Large portfolio management will be an advantage. Ability to on-board, nurture and maintain relationships with Enterprise / Startup/ MSME customers along with retention responsibilities with monthly, Quaterly and yearly targets both on on-boarding new Business & generating revenue. Good understanding of Technology based trade receivables business & Supply chain solutions and linked available products in the market and has experience in dealing with the same. Go getter attitude & Self-motivated with a passion to achieve targets & goals given by the organization 		
Location	Delhi & Mumbai		
Compensation (CTC)	Compensation Structure	Annual Amount	
	Basic	2,31,870	
	HRA	92,748	
	Special Allowances	1,39,122	
	Performance Based Incentives	3,43,034	
	Retirals and Insurance	50,811	
	CTC	8,57,586	
Roles & Responsibilities	1. Asst Mgr/ Mgr - MSME/Mid-market/Startups role entails acquiring/sourcing/retaining/expanding and developing relationships with key decision makers (Business Owner, Director, CFOs, Head Procurement, Financial		

	<p>Controller, Heads of Finance, Treasury, etc. (and not HRs, admins and facilities' heads) of MSME / Startup with Monthly, quarterly & annual targets to on board new MSME / Startup and generate & achieve revenue targets from on-boarded Enterprise / MSME / Startup.</p> <ol style="list-style-type: none"> 2. It requires the candidate to manage his or her own, Business Development / market scoping, arrange meetings, prepare pitches/decks, present it to businesses, manage follow-ups to sell products, solutions and services. 3. Plan and conduct special sales initiatives and events for prospective and existing clients. 4. Maintain a complete relationship record for assigned customer accounts. 5. Tracks customer complaints/queries and turnaround times for customer satisfaction.
Service Agreement	No Bond
Recruitment Process	<ol style="list-style-type: none"> 1. Aptitude test (Online) 2. Panel discussion (Online/In person)
How to Apply?	<p>Interested and eligible students need to apply on the link given below latest by 10 AM, 11th May, 2022</p> <p>Click here to apply</p>
Representative from ATPC (For Guidance/Query)	Mr. Mohit Prasad (7042292134)

All the Best!

Anjani Kumar Bhatnagar
Dy. Director - Amity Technical Placement Centre

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