



AMITY TECHNICAL PLACEMENT CENTRE

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

LEADSSQUARED

Virtual Campus Recruitment – 2022 Passing out Batch

Only for Students of Amity Education Group

Only for Unplaced & Eligible Students

Last Date to Register 18th May 2022, 4 PM

Company	Leads Squared
Website	www.leadssquared.com
Batch	2022
Date of Campus	Will be confirm
Job Title	Profile 1 - Product Adaption Specialist Profile 2 - Customer Success
Eligible Degrees	B.Tech
Eligible Branches	All Branches
Eligibility Criteria	60% throughout in class 10 th , 12 th and B.Tech
Other Skills Required (If any)	Profile 1 Candidates should have good understanding of branch related engineering concepts, hands-on technical skills and should be able to do basic configuration and implementation related work. • The role involves multiple coordination and interaction with cross functional teams, stakeholder management. • Good communication skills, willingness to work in product support domain Profile 2 Upsell and cross-sell • Churn control • Consulting, giving solutions and identifying opportunities within his customer kitty • To drive the product adoption • Collections/Renewal
Location	Noida
Compensation (CTC)	First six months for internship stipend 25,000/- PM Profile 1 after six months 7 LPA Profile 2 after 6 months 6 LPA
Roles & Responsibilities	The Customer Success team at LeadSquared is a critical element of our future success. We are looking for people who love the job of making customers happy, who love making customers successful and who can understand the pain of customers. Responsibilities • Engage and individually manage a large volume portfolios • Work closely with stakeholders within each customer account to identify their workflow processes and business challenges to create a Business

	Requirements document and project plan in regard to the successful implementation • Oversee the successful implementation/configuration of LeadSquared's product suite for each customer account. • Identify and prioritize accounts based on outstanding issues, growth opportunity, strategic value and renewal timeframe • Develop a strategy for each account that identifies their critical success factors, measurable milestones, potential obstacles and recommended plan of action • Work collaboratively with various internal team/individuals for the best interest of the customer (engineering, sales, etc.)
Service Agreement (If Any)	NA
Recruitment Process	Online test, Interview Technical and HR
Representative from ATPC (For Guidance/Query)	Ms Sangeeta Berry (7042292142)
How to Apply?	All Interested & eligible students need to apply on the link mentioned below – CLICK HERE TO APPLY

All the Best!

Anjani Kumar Bhatnagar
Dy. Director - Amity Technical Placement Centre

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