



## AMITY TECHNICAL PLACEMENT CENTRE

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

### **ECOM EXPRESS**

#### **Virtual Campus Placement- 2022 Passing Out Batch**

**Only for Students of Amity Education Group**

**Last Date to Register - 6<sup>TH</sup> May 2022, 10 AM**

<b>Company</b>	ECOM EXPRESS
<b>Website</b>	<a href="http://www.ecomexpress.in">www.ecomexpress.in</a>
<b>Batch</b>	2022
<b>Date of Campus</b>	Will be discussed later
<b>Joining</b>	June 2022
<b>Job Title</b>	Profile 1 : Inside Sales – New Business Profile 2 : Inside Sales – Account Management
<b>Eligible Degrees</b>	MBA
<b>Eligible Branches</b>	Sales & Marketing
<b>Location</b>	Gurgaon
<b>CTC</b>	4.50 LPA
<b>Job Responsibilities</b>	<p>Profile 1:</p> <ul style="list-style-type: none"><li>• Research, identify and Analyse lead sources relevant to the department's Business objective.</li><li>• To probe the potential of the business and qualify the leads.</li><li>• Extend the assisted on-boarding support to interested customers.</li><li>• Execute to relevant formalities for customer onboarding and compliance.</li><li>• Achieve/exceed onboarding targets monthly/quarterly/yearly for new customer onboarding count, new business- revenue goals and trading percentage of the customers for assigned cluster of accounts.</li><li>• Identifying new business opportunities, Up Selling / Cross Selling with existing customers of base.</li><li>• Driving Performance and Service Levels with Consultation and support from customer Service team.</li><li>• Full engagement with customer for business enhancement and service reviews time to time.</li></ul> <p>Profile 2:</p>

	<ul style="list-style-type: none"> <li>• Achieves the revenue goals on monthly/quarterly/yearly basis for the assigned cluster/customer-base under structured processes set by the Organisation.</li> <li>• Retaining and growing the existing base of business as per the targets set by the organization for the month/ quarter/ year.</li> <li>• Ensuring the optimum trading percentage and minimum customer churn-rate.</li> <li>• Identifying additional business opportunities- Up Selling / Cross Selling with existing customers of base.</li> <li>• Driving Performance and Service Levels with Consultation and support from customer Service team.</li> <li>• Full engagement/co-ordination for weekly/fortnightly service-reviews with customers.</li> <li>• Handling customer escalations – preparing RCA and providing the solution.</li> <li>• Driving the backend activities ( as allocated )</li> <li>• Engagement in Reconciliation / Payments / DSO/ wallet re-conciliation.</li> <li>• Working towards minimizing the debits.</li> <li>• Billing and payment collection by driving behavior of repeat recharges of pre-paid account.</li> <li>• Act as a key point of contact for all the customers in the cluster.</li> </ul>
<b>Skills Required</b>	<ul style="list-style-type: none"> <li>• Proactive and initiative, with sound problem solving skills and hands-on approach</li> <li>• Strong decision making and problem-solving skills.</li> <li>• Conceptual and Strategic thinking</li> <li>• Customer Orientation</li> <li>• Analytical Thinking</li> <li>• Problem solving skills</li> <li>• Result Orientation</li> <li>• Negotiation Skills</li> <li>• Initiative</li> <li>• Influencing</li> <li>• Integrity</li> </ul>
<b>Representative from ATPC</b>  <b>(For Guidance/Query)</b>	Ms Swati Chawla (9811546341)
<b>How to Apply?</b>	<p>All interested and Eligible students need to apply on the Link Below –</p> <p><a href="#"><u>CLICK HERE TO APPLY</u></a></p>

All the Best!

Anjani Kumar Bhatnagar  
Dy. Director - Amity Technical Placement Centre

India Head Office:  
Room # G- 02, E 2 Ground Floor  
Amity University Campus

Sector 125, Noida (India), Pin: 201313