

SRMUS/PAT/2021-22/047
Date: 03-12-2021
PLACEMENT DRIVE NOTIFICATION

Company	Paytm
About the Company	Paytm is India's largest mobile payment & commerce platform. With the current user base of more than 64 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 New Delhi NCR
Job Title	Key Account Manager (KAM)
Job Description	<ul style="list-style-type: none"> • Key Account Manager (KAM) Role is a market facing role with target. • KAM will be responsible to acquire key merchants (Large standalone account, multiple store/MID account, city/regional chains) for payment solutions. • KAM will be responsible for retention and cross sales of other products. • Should have at least 1 year experience in sales and business development. • Good negotiation, communication and convincing skills. • o Candidate needs to be an MBA with good academic record
Job Location	PAN India
Eligible Degrees	MBA M.Com.-Commerce MCA -Master of Computer Application M.A.-English M.A.-Political Science M.A.-Sociology B.Sc.-Botany B.Sc.-Chemistry B.Sc.-Physics B.Sc.-Zoology B.Sc.-Hospitality and Tourism Management M.Sc.-Hospitality and Tourism Management B.C.A.-Bachelor of Computer Applications B.Sc.-Information Technology B.A.-English (Honours) B.B.A.-Bachelor of Business Administration B.Com.-Commerce B.Com.-Commerce (Honours) B.Voc.-Pharmaceutical Manufacturing B.Sc.-Economics
Eligibility Criteria	60% throughout academics

Desired Skills	<ul style="list-style-type: none"> • 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 • Android phone with understanding of operating system and applications is must □ Age limit from 18- 35 years. • Vehicle (Two-Wheeler) along with Driving Licence
Compensation (CTC)	1. Graduates (4 LPA - 20% Variable), 2. Post Graduates (4.5 LPA - 20% Variable)
Selection Process	Will be informed later
Date of Interview	Will be informed later
Venue	Online