



SHRI RAMASAMY MEMORIAL UNIVERSITY SIKKIM

5th MILE, TADONG, GANGTOK, SIKKIM

PLACEMENT & TRAINING CELL

SRMUS/PAT/2021-22/175

Date: 31-3-2022

PLACEMENT DRIVE NOTIFICATION

Company	HappyLocate
Company Type	Transportation, Logistics and Storage
About the Company	<p>HappyLocate is transforming Relocations with AI based relocation management System. India's highest-rated, a One-stop Relocation Platform to book Packers Movers, Stays and Settling services for seamless relocation experience. We service across 15000+ PIN Codes in 1200+ unique routes and we have strong marquee brands as clients including but not limited to Coca Cola, Britannia, Wipro, Amazon, Tata, ABB, Aditya Birla Fashions, Zomato, Titan, & Gap.</p> <p>HappyLocate is 5+ years mature organization, in its advanced growth stage. We are already 3 times funded by India's Top 10 Venture Firms including IP Ventures. We are hiring ambitious talent with high aptitude and growth mindset to be a part of our journey and grow with the Organization. About our work culture, we promote freedom for every talent to think big and express freely. An intern is as powerful as a Founder at HappyLocate.</p>
Job Title	Business Development Manager
Job Description	<ol style="list-style-type: none">1. Acquisition of new Corporate Clients and building a healthy pipeline of clients2. Exploring new strategic associations/areas for the exponential growth of the company3. Conducting business reviews to ensure client delight4. Engaging clients through regular discussions/meetings to build strong and long-lasting relationships5. Achieving client relationship targets and KPI's as set6. Build a pipeline of high volume and high margin clients across large & mid- size corporates.7. Take ownership of respective target Clients and build a sustainable revenue pipeline8. Manage client relationships end-to-end from negotiations to contracting to payments/ collections & feedback loop.9. Client Servicing - Providing support & information wherever required.10. Identify Events for B2B Lead Generation
Job Location	Bangalore
Eligible Degrees	MBA & M.Com BBA, B.Com, BSc.Economics
Eligibility Criteria	NA
Desired Skills	<ol style="list-style-type: none">1. Go-getter attitude2. Strong interpersonal skills and an ability to build rapport with clients
Compensation (CTC)	INR 4LPA
Selection Process	Will be informed later
Date of Interview	Will be informed later
Venue	Online