

PLACEMENT DRIVE NOTIFICATION

Company	KredX
Company Type	Financial Services
About the Company	<p>KredX was founded in 2015 by a team of financial trailblazers, who believed that businesses shouldn't compromise on growth owing to the lack of access to capital. Today, KredX has emerged as India's leading integrated financial solutions provider empowering businesses with seamless access to capital. As a team, we understand that keeping a business afloat is challenging, especially due to impeding factors like managing payables and receivables, raising enough capital for sustenance, getting timely payments, arranging instant loans, and speeding up capital growth. And this is what KredX aims to solve. Headquartered in India's Silicon Valley - Bangalore, KredX is backed by prominent VCs such as Tiger Global, Sequoia Capital and Prime Venture Partners. We provide customised financial solutions, enabling businesses to confidently tackle financial challenges, while offering investors unique alternative debt investment solutions. Through the use of reliable technology to accelerate customer growth, we aim to become the world's fastest Operating System for supply chain finance. With marquee clients like Amazon, Cloud9, Infosys, Flipkart, Toyota, Croma, Infosys and more, we at KredX are on a mission to make finance quick, reliable, and transparent.</p>
Job Title	Asst Mgr/ Mgr - MSME/Mid-market/Startups
Job Description	<p>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 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> <ul style="list-style-type: none"> • 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. • Plan and conduct special sales initiatives and events for prospective and existing clients. • Maintain a complete relationship record for assigned customer accounts. • Tracks customer complaints/queries and turnaround times for customer satisfaction. <p>Job Requirements –</p> <p>Experience in SAAS based product selling, Banking / NBFC, Fintech, Large portfolio management will be an advantage.</p> <ul style="list-style-type: none"> • Ability to on-board, nurture and maintain relationships with Enterprise / Startup/ MSME customers along with retention responsibilities with monthly, Quarterly and yearly targets both on on-boarding new Business & generating revenue.

	<ul style="list-style-type: none"> • 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
Job Location	Delhi / Bangalore / Mumbai
Eligible Degrees	BBA, BCom, BSc IT, BCA and BA English
Eligibility Criteria	NA
Desired Skills	
Compensation (CTC)	INR 8,57,586/- PA
Selection Process	Aptitude Test / Online Interview
Date of Interview	Will be informed later
Venue	Online