



CENTRALISED CAREER GUIDANCE & PLACEMENT CELL

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F. No. GGSIPU/CCGPC/2022/ 284

Dated: 28th April 2022

Sub. Placement opportunity for MBA students of 2022 passing out batch in the company “Advantage Club”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for MBA students of 2022 passing out batch in the company “Advantage Club” for your reference and circulation to students apply on given link by **30th April 2022:**

Registration Link – <https://forms.gle/KjDCWYdetaWGoaDP8>

Name of the company – Advantage Club, www.advantageclub.co

Requirement – We are currently looking for Full-time Candidates. JD attached.

Name of the Positions –

- 1) Inside Sales Executive
 - 2) Business Development Manager (BDM)
- * 1 Candidate can apply to only one JOB.

Location – Gurgaon (Work From Office)

Experience – 0-4 years for Inside Sales and 1-5 years in BDM

Eligibility – UNPLACED Students of MBA 2022 passing out batch or earlier batches.

CTC offered – INR 4 LPA + Incentives

Number of Openings – 10 - 20

Selection Process – Four rounds for every profile:-

1. Group Discussion
2. Written Assessment
3. Technical Round/ PI Round
4. Founder's Round/ Final Round

The number of days required for each round: Mostly the first two rounds are covered on the same day but it may take a day or two if the pool of students is large. The founder's /final round takes about two days to happen.

About the Company:

Advantage Club is an HR-Fintech company, operating in an Employee Benefits space. It was founded in 2016 by Sourabh and Smiti; UCLA, Amazon, and Microsoft Alumni. It brings financial wellness- salary advances, tax-saving and reimbursement, rewards & recognition, and perks all under a single app. The platform is backed by Y Combinator, GrowX Ventures, Axilor Ventures, Sprout Ventures, and Purvi Ventures. It is currently running successfully in 370+ corporations across 70+ countries and serving more than a million and a half salaried employees. Please refer to the attached corporate deck for detailed information.

ONLY UNPLACED INTERESTED CANDIDATES ARE ADVISED TO APPLY.

LAST DATE OF REGISTRATION IS 30th April 2022.



(Ms. Nisha Singh)
Placement Officer, CCGPC

AdvantageClub

Advantage Club is a global platform for employee engagement and financial wellness, with benefits like perks, rewards, and early wage access on a single platform. It aims to provide end-to-end solutions to facilitate employee engagement through exclusive privileges and rewards by the brand partners, allowing them to reach out to targeted customer segments too.

Established in 2016, Advantage Club is a brainchild of UCLA postgraduates Sourabh Deorah and Smiti Bhatt Deorah who identified employee benefits as a space to create disruption using data mining and analytics. Since then, it has been redefining employee benefits beyond the traditional provident fund and corporate discounts policies.

Headquartered in Delaware(US), Advantage Club has an impressive client portfolio featuring Concentrix, Teleperformance, Hexaware, EY, Target, and many more. With a presence in almost **100+ countries across the globe, catering to 500+ corporates and extends offers exclusively across 10,000+ brands.**

Advantage Club takes pride in providing a scalable, customizable, cost-effective program to take employee engagement to the next level. It is one single platform that brings a wide variety of recognition programs including milestone/anniversary/years-of-service awards, early wage advantage, real-time spot bonus, automated incentives, peer-to-peer appreciation, onboarding programs, wellness programs, quarterly & annual performance awards, gift card program, exclusive offers across 10,000+ brands etc. to name a few.

With its sole mission to help organizations keep their employees engaged and driven, the Advantage Club App is supported by a well-thought employee engagement solution that offers a best-in-class experience to its users. The platform is set to revolutionize the industry by making a direct impact on employee recruitment and retention through an exhaustive employee engagement tool.

Advantage club is leading the employee benefits market globally, pegged at \$10 billion and growing.

Advantage Club has raised \$7 million to date from prominent VCs like YCombinator, GrowX, Sprout, and Axilor Venture.

Role/Designation: Inside Sales Executive

Make a difference/Responsibilities: *You will own and drive it!*

Inside sales executives have a crucial role in the success of the company. They are responsible for understanding customer's needs and making effective pitches to generate new prospects by interacting with Existing and prospecting leads in order to garner their interest and convert them into qualified leads for the pre-sales/sales team. We are seeking motivated, outgoing and confident candidates to join our growing team and drive sales for the business.

Who You Are

- **Product Knowledge:** Product knowledge is likely the most important skill you will need to have as an inside sales executive. In other words, you must have intimate knowledge of the products you're selling.
- **Communication skills:** It's crucial to have good verbal and written communication skills when working as an inside sales executive. This is mostly because you'll be engaging with clients over the phone and pitching your product to them.
- **Active listening skill:** For an inside sales executive, it's important to display active listening skills. This is especially important over the phone as the client you're speaking with can't make note of your body language or eye contact.
- **Rapport building skills:** Being able to make connections with your clients is an important skill to have in this field.
- **Time Management skills:** Time management skills are highly beneficial for all inside sales executives. The better you will be able to manage your time the more you'll be able to speak to your client.

What You'll Do

- Cold calling, generating and tracking new leads to continue expanding the reach of the business · Schedule sales appointments with current and prospective leads
- Continuously collaborate with pre-sales/sales teams for the handover of qualified leads and for updates on previously shared leads
- Maintain in-depth product knowledge and educate leads about the products · Uphold relationships with leads to ensure they remain satisfied, that their questions are answered, and that their needs are met.
- Collaborate with the marketing department to develop and implement new sales strategies · Constantly seek new ways to make products more attractive to current and prospective leads
- Demonstrate advanced sales knowledge, and stay up to date on all company policies and procedures
- Track sales leads and work with all stakeholders to ensure high closure of the leads

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What You'll Need

- Graduate with 0-4 years of experience in Inside Sales, Business Development, Account Management, and Client relationship management
- Hands-on experience with CRM software and MS Excel
- Excellent interpersonal skills
- Strong analytical and organizational skills
- Numerical abilities and problem-solving attitude
- Ability to perform under pressure

AdvantageClub

Business Development Manager

If you've ever wanted to have a chance to sell products that have a visible and immediate impact in people's lives, if you believe in owning what you help build like we do, and if You're looking for a place that will challenge you to improve every day, then we think that you'll feel right at home with us at Advantage Club.

Key responsibilities:

- Prospect for potential new clients and turn this into increased business.
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities. Meet potential clients by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/Principles.
- Plan approaches and pitches. Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. Use a variety of styles to persuade or negotiate appropriately.
- Present an image that mirrors that of the client.

Skills required:

- Excellent verbal and written communication skills.
- Energy, passion and a real drive to get ahead
- Capable, quick, determined
- Immaculate attention to detail
- Team player
- Startup mentality, high willingness to learn, and hardworking.

Join us and see how we are changing the corporate benefits landscape in India!

