

Notice for Placement

Company Name:- **AXS Solutions Pvt Ltd**

Position:- **Assistant Manager Business Development**

Company Website:- www.axs-solutions.com

Work Location:- **Amar Mahal, Chembur**

About Company: With latest technology and innovative approach, AXS strives to provide world class solutions in the domain of Digital Payments, E Commerce, Mobility and Information Security. AXS, a three year old start-up, is product and solutions driven organization. We have developed a platform based on the latest technologies and looking forward to launch various products/ solutions based on the same in near future. We are actively working on Big Data, Mobility solutions and Cloud Computing for current products and also in the arena of digital payments. We believe in making products that would matter to masses. AXS has been always keen in developing the niche technologies and is actively perusing IPR's as part of its corporate mission. AXS is member of IAMAI (Internet and Mobile Association of India) and Payment Council of India (PCI) which are some of the leading bodies in the respective domain. Also AXS is developer partner for Apple, Google solutions.

Job Profile / Responsibilities:

Key Objectives

- Develop long term relationships with clients
- Drive revenue through innovative channels

Responsibilities on the role

- Relationship Management: Identify key stakeholders/ decision makers within customer organization; develop strong business relations with them; connect regularly & proactively on strategic & operations business requirements
- Program Implementation & Maintenance: Share program construct with internal team; provide inputs & liaison with customer for program implementation; provide inputs to internal teams for feature upgrades based on customer requirements
- Building Partnerships: Initiate discussion with identified partners; Detail the product concept to key decision makers of the partner; seek inputs/ involvement of superior at critical stages of the discussion to close agreement
- Partnership Documentation: Complete partnership documentation; share details with internal teams during implementation
- Market Information: Gather & share key market trends with seniors

Key Skills: Digital Marketing, Sales processes, Business development Communication, understanding of technology.

Required Qualification: Diploma in Business Management / Diploma in Marketing Management.

Experience: 0-1 yrs

Other / Special Requirements: Technology orientation

Remuneration: 3.5-4L

Interested Candidates can send their resume on below mention email id at the earliest:-

Walk-in for an interview on any Saturday between 11am to 2pm with a phone call.

Contact Person: - Nishu Negandhi (Consultant)

Email id: - nishu@symcoplus.com

Contact no: - 9820748952

Corporate Office: 2, Chandrika, Road No. 2, Pestom Sagar, Chembur, Mumbai, India-400089.