

Notice for Placement

Job opportunity for Marketing, Sales

Company Name:- **FlexiLoans Technologies Pvt Ltd**

Position:- **Associate- Sales**

Company Website:- www.flexiloans.com

Work Location:- **Mumbai, Matunga**

Company Background / About Company:- flexi Loans is a technology based online financing platform started with an endeavour to solve the problems that small businesses face in accessing Quick, Flexible and Adequate funds for growing their Businesses. Our vision is to give "Financial access at a click". We are the leaders in using technology and risk models that focus on alternate / surrogate methods for scoring customers. Our product offerings and value proposition can be accessed on our website:

<http://www.flexiloans.in/>

Flexi Loans is a funded start with over Rs.100Cr of funding from Marquee Bankers like Sanjay Nayar (Ex- CEO, CITIBANK and CEO, KKR), Vikram Sud (Ex- COO - Kotak Mahindra Bank), Anil Jaggi (Ex- CIO - HDFC Bank) to name a few. Flexi Loans is one of the Leading Digital Lending Platforms for small businesses now with over 50 partnerships like Flipkart, Snapdeal, Paytm, Mswipe, Uber, Ola, etc. for accessing over 2mn businesses. It is founded by 4 ISB/ IIT alumni with over 45+ years of financial experience.

A Young team with a diverse mix of Gender, Background, Fun@work, and Responsibility with authority are a few things that you can expect while working with the passionate team at Flexi Loans! Come - Be the Difference!

Job Profile / Responsibilities:-

Research on potential tie-ups for Business Development – Market Sizing research, identifying potential new tie-up opportunities

- Increase share of wallet in each of the existing customers by improving relationship at all levels in the platform
- Building relationship with DSA, generation of more and more leads from the DSA
- Empanelling new DSA.
- Ensure targets are achieved for every month
- Continuous performance to ensure that targets are achieved

- Develop on B2C strategy and ensure maximum conversion of Leads received from multiple platforms
- Razor sharp Focus on making customer journey simpler to ensure maximum conversion and consistently reduce frictions
- Product Research and coming out with innovative Financial products solving Customer problems
- Identifying innovative products to increase share of Wallet from existing customers
- Key Requirements for the Job
- Out of the Box thinking
- Never say no attitude
- Proven negotiation skills, strong communication & presentation skills
- Experience in Financial Products / working with Startups will be added advantage
- Excellent and Innovative Microsoft Power point skills

Key Skills: Presentable, Good Communicator, Sales Mind-set

Required Qualification: MBA/PGDM / Diploma in Marketing Management

Experience: Fresher's may also apply

Remuneration: 8-10 LPA

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

Contact Person: - Hanesha Shanklesha

Email id: - hanesha.shanklesha@flexiloans.com

Contact no: -9833445595

Corporate Office: Mumbai