

14th June 2024

Notice for Placement

Company Name:- **Fourth Signal (India) Private Limited**

Position:- **Associate - Customer Success & Sales**

Company Website:- www.fourthsignal.com

Work Location:- **Andheri (East), Mumbai**

Company Background / About Company: Fourth Signal, is a leading Finance and Treasury Technology Solutions provider based out of India and Singapore, that provides unique platform-based solutions to large Indian and global corporations. Our solutions are built on the leading SAP technology platform, with extensions built on cloud & mobile applications.

Job Profile / Responsibilities: Refer Job Description

Key Skills: Refer Job Description

Required Qualification: Graduate or Post-Graduate in Marketing or Finance (with minimum 75% academic credentials); with a keen interest in the Finance Domain.

Experience: 0 to 2 Years

Other / Special Requirements: -

Remuneration: To be discussed

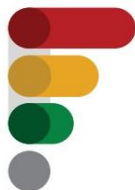
Interested Candidates can send their resume on below mention email id at the earliest:-

Contact Person: - Cassandra Barrie

Email id: - recruit@fourthsignal.com

Contact no: - 022 4005 0723 ; 9833621171

Corporate Office: 502, C Wing, Business Square, Solitaire Corporate Park
Andheri Kurla Road, Andheri (East), Mumbai 400 093



Fourth Signal

Associate

Customer Success & Sales

Mumbai, India

ABOUT US

Fourth Signal, is a leading Finance and Treasury Technology Solutions provider based out of India and Singapore, that provides unique platform-based solutions to large Indian and global corporations. Our solutions are built on the leading SAP technology platform, with extensions built on cloud & mobile applications

We have won prestigious awards, including multiple '**Adam Smith Awards**' for world-class treasury solutions deployed for our customers and '**SAP ACE Awards**' for Digital Transformation on the SAP Platform. Our young, innovative & dynamic team works on developing & delivering our industry-leading solutions to prestigious customers including Tata Group, Aditya Birla Group, Siemens, ICICI, Olam International, Larsen and Toubro, and many more.

We are an equal opportunity employer, fostering a culture of innovation & teamwork with unparalleled opportunities for personal & professional growth. Our compensation structure rewards high-performance, and you will have ample opportunities to develop & demonstrate leadership skills early in your career. You will be supported by our best-in-class frameworks & methodologies to help you excel in your work, with access to world-class training resources and off-site training programs - topped-up by the exposure and experience of working with some of the finest corporations in the world. We provide an enabling & supportive environment for you to make a difference, make an IMPACT and realise the full extent of your potential!

POSITION DESCRIPTION

As a Customer Success and Sales Associate you are expected to prepare compelling proposals, synergize with end customers & internal consulting teams and drive strategic alliances to showcase offerings in Finance and Treasury domain using SAP.

Showcase an expertise in client engagement, market research, and revenue channel development to ensure client satisfaction and foster long-term relationships.

ROLES AND RESPONSIBILITIES

- 1) Assist management and directors in crafting compelling business proposals, solution documentation and marketing materials for various business opportunities.
- 2) Synergize with the Center of Excellence (COE)/Functional teams to develop and refine our solutions, ensuring alignment with client needs and market trends.
- 3) Assist in writing articles, creating marketing content to post on relevant online channels and assist in creating white papers with the concerned COE teams on trending customer problem statements
- 4) Conduct research to identify strategic alliances, partnership opportunities, and avenues for upselling or reselling our products and services.
- 5) Collaborate with the team lead to explore and develop additional revenue channels that align with the company's vision and business strategy.
- 6) Support management in managing existing relationship across: international and domestic partners, SAP, financial institutions ensuring value creation and retention.
- 7) Act as front-facing representative when interacting with clients and building strong rapport to foster long-term relationships.

WHY JOIN FOURTH SIGNAL?

Best in Class '**Career Progression**'; Best in Class '**Learning and Development**'; Best in Class '**Pay for Performance**'.

QUALIFICATIONS

Graduate or Post-Graduate in Marketing or Finance (with minimum 75% academic credentials); with a keen interest in the Finance Domain.

WHAT WE EXPECT

- 1) Proven experience in business development, sales, or related roles.
- 2) Strong communication, negotiation, analytical & presentation skills - with basic familiarity of MS Office (Word, Excel, PowerPoint)
- 3) Ability to think strategically, identify opportunities, and drive initiatives to fruition.
- 4) A minimum commitment of 2 years with the organisation; those expecting to pursue higher studies within 2 years of joining need not apply

EXPERIENCE/COMPENSATION

0 to 2 Years | To be discussed.