

12<sup>th</sup> Nov 2024.

## Notice for Placement

Company Name:- **MindsArray Network Pvt. Ltd.**

Position:- Strategic Alliance Associate

Company Website:- <https://www.pay1.in/>

Work Location:- Malad West

**Company Background / About Company:** "Founded in 2012, Pay1

empowers neighbourhood retail businesses & micro-entrepreneurs by adding revenue streams and providing them access to new products, credit and technology. With a network of 300k+ merchants spread across 350+ cities in India, Pay1 is at the forefront of combining retail, finance, travel and consumer technology to create an integrated business ecosystem unique to the Indian markets.

The platform has a wide array of distinguished services such as Digital Payments, Banking Services, Travel Booking Services, Financial services (MFs. Insurance, loans, gold investments), Remittances, Recharges, Bill Payments, B2B commerce and many more. The diverse selection of services provide our merchant network with immense growth opportunities that have been previously unexplored in the Indian retail scenario."

### **Job Profile / Responsibilities:**

1. Market research, need assessment and right problem identification (3 key stakeholders to be studied: Customers, Retailers/Distributors and Industry/Competition)
2. Forging Strategic Alliances with right partner/s (through cold calling, LinkedIn, Industry network etc)
3. Tecno - Commercial Discussion and deal closure
4. Facilitating product to start integration, UAT etc
5. Agreement discussion and closure with help of Legal teams
6. Facilitating product Go Live

7. Facilitating Support system building
8. Relationship with Partner cos and regular meeting
9. Co-creating value (adding more product line with existing partners)
10. Building understanding around Compliance and Risk, industry practices and regularly updating internal team
11. Facilitating Audit by Banks/Partners etc
12. Industry connect to remain updated with current trends
13. Crisis management
14. Market Visits and Pan India travel for business meetings.

**Key Skills:** Good communication and decision-making skills.

**Required Qualification:** HSC/ Graduation (PG / Certificate program in Marketing / Operations / Business Management)

**Experience:** Freshers (We will provide on the job training)

**Other / Special Requirements:** Smart Fresher, Male candidates will be preferred,

**Remuneration:** 25000

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

Contact Person: - Netra Patkar

Email id: - netra@pay1.in

Contact no: - 9773051761

**Corporate Office:** 221, Ijmima Complex, New Link Rd, Malad, Mindspace, Malad West, Mumbai, Maharashtra 400064