

Notice for Placement

NoPaperForms

NoPaperForms Solutions Pvt. Ltd. is India's largest and most advanced SaaS-based Automation Platform on a mission to empower the education ecosystem with a "Unified Digital Connected Campus" to enable Students and Educators to succeed. It is one of the fastest-growing organizations in the education technology sector whose valuation grew by almost 500% in only two years of its operations to reach 100 crores in 2019. Our culture is egalitarian, challenging, and meritocratic. In 3 years of its journey, the company made 2 acquisitions and to tap the School market the company launched a new product line 'Uniapply.com' in 2020. It has bagged various prestigious awards on the likes of -

- 'Emerge 50 2020' - Best 50 emerging software companies in India by NASSCOM
- 'Hottest Startup' - by Business world
- 'Most Sustainable Startup' - by the Entrepreneur
- 'Startup of the Year' - by DIDAC India

Job Description: Interested candidates may apply for the following roles

➤ **Business Development [All Locations]**

It is a sales role where the candidate is responsible for new client acquisition. The role involves developing strategic plans to map territories, prospect, educate, qualify, and generate interest for sales opportunities, follow up with prospective clients and close deals. Preparation and delivery of Proposal, Product brief, MoU etc. Build and manage a strong sales pipeline to meet the set goals. The person must possess very good communication skills, logical thinking, objection handling and interpersonal skills.

➤ **Customer Success [All Locations]**

A Customer Success rep is responsible for client retention and growth. The role involves proactive involvement with the existing customers right from the time of inception throughout the entire life-cycle of the customer. The person does client on-boarding, repetitive and continuous training of all stakeholders,

monitors usage, consult clients on best industry practices, upsell and does renewals. The person must possess very good writing skills, logical thinking, objection handling and interpersonal skills.

➤ **Product Specialist [All Locations]**

The candidate is responsible to ideate, document and execute the innovation to Solve for the Customer; Solving for the Customer (SFTC) remains our core. The role encompasses deep engagement with client facing teams (Customer Success and BD Team) to ensure timely and flawless project delivery. The role also demands regular Quality Assurance Testing on the delivered and ongoing projects. This role requires a very high level of logical reasoning, numerical ability, documentation, and critical thinking.

Eligibility Criteria:

Post Graduate Program in Business / Marketing / Materials / Human Resource / Financial / Supply Chain / Operations Management.

Compensation Structure:

Rs 9,00,000 per annum (Fixed: 7.0 Lacs + Variable: 2 Lacs)

Job Location:

Gurugram, Bangalore, Chennai, Hyderabad, Chandigarh, Mumbai, Pune,
Kolkata, Indore, Ahmedabad, Jaipur

Interested Students are required to submit the form on the below mentioned link -

<https://drive.nopaperforms.com/>