

# ACHARYA JAGADISH CH. BOSE COLLEGE

Placement Cell

Date: 13.09.2203

## Campus Placements - PhonePe

**Position Title:** Business Development Associate (post training), (During training: Business Development Trainee)

**Eligibility:** 2023 Sem. VI passed out students only from any stream.

**Total CTC:** INR 5.2 LPA (inclusive of all components) {Training period: 6 months, CTC during training: INR 20,000 PM (in hand)), Mobile and Travel Allowance extra.

**Interview process:**

1st round: Group Discussion; 2nd round: Role related discussion with Hiring Manager; 3rd round: HR round

**Interview process mode:** On-Campus

**Working days:** 6

**Responsibilities:** Becoming a Business Development Associate gives you the opportunity to become the owner of your own territory! BDAs are expected to accomplish the following through market expertise, good relationship management and a high level of commitment:

- **Merchant Acquisition:** Bring merchants to the PhonePe platform by understanding their transaction volume and pattern
- **Sales & Collection:** Sell our devices to the assigned merchants while informing them about the various terms of the payments and device usage. They are also responsible for rental collection and reactivation of inactive merchants.
- **Relationship Management:** Engage with identified merchants to strengthen relationship with these merchants and on-board them on more value added products and services
- **Competition Mapping:** Study, map and report competition activity in assigned geography basis geographical or category based initiatives to enable faster response.
- **Infrastructure Management:** Manage collateral and devices to ensure no loss or leakage
- **Market Share Leadership (Sector-wise):** Ownership towards saturating the market through driving PhonePe business

**Requirements:**

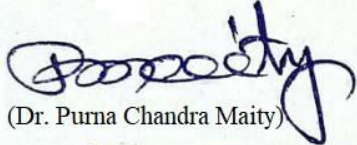
- Graduation (any stream)
- The candidate must have a two wheeler for traveling purposes. This will be a field role.
- Good Communication Skills
- Passion to work in the market

The Interest Form below to be filled in by all interested candidates **by 17.09.2023 evening.**

**Interest Form:** <https://forms.gle/LjtDRhzJHLoMvz8M8>

Also fill in the Google Form below so that we can help you if required:

Google Form: <https://forms.gle/7kgm7fQ9dXZBDBSAA>

  
(Dr. Purna Chandra Maity)  
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