TECNIA INSTITUTE OF ADVANCED STUDIES
GRADE "A" INSTITUTE
Approved by AICTE, Ministry of HRD, Govt. of India, Affiliated to GGSIP University
Recognized Under Sec. 2(f) of UGC Act 1956
INSTITUTIONAL AREA MADHUBAN CHOWK, ROHINI, DELHI 110085
Tel:91-11-27555121-24, E-Mail : directortias@tecnia.in, Website: www.tiaspg.tecnia.in

EGAC Accredited   ISO 21001:2018   51001:2018

Ref. No: TIAS/TP/Campus/Notice/2023-24/172   **Date:06.02.2024**

Dear All,

Please find an option for consideration. Interested candidates are required to register on the link latest by 07/02/2024.

Link to Apply:- https://forms.gle/TrS8h9J4PsU89iTQA

Company Name:- Inditab
Eligibility: BBA/MBA/BCA-2024 Passing Year
Profile:

- Business Development Executive- Salary Range : 15-30% hike on current CTC
- PHP Developer- Upto 60K per month (Upto 7.20 LPA)
- Support Executive:- Upto 20 K per month

1):- BUSINESS **DEVELOPMENT EXECUTIVE:-**

Process : B2B Sales

Job Location : Noida Sector-3

Salary Range : 15-30% hike on current CTC

Working Days : 5 (Monday to Friday)

We are seeking a highly motivated and results-driven Business Development Manager to join our dynamic team in the fast-paced fintech industry. You will play a crucial role in expanding our market presence and ensuring the success of our business.

Requirements:
- Bachelor's degree in Business, Marketing, Finance, or a related field. MBA is a plus.
- Proven experience (Minimum 2 years) in business development or sales within the fintech/Payments industry.
- Expert in the Payments industry with domain knowledge of digital payments is a key differentiator for this role.
- Strong communication skills and a charismatic personality are pre-requisites
- Strong understanding of financial products, services, and market dynamics.
- Willingness to travel to meet clients or attend industry events.
- Ability to work independently and as part of a collaborative team.
- Results-oriented with a track record of meeting or exceeding sales targets.
- Ability to develop and implement effective business development strategies.

- Proficient in CRM software and Microsoft Office Suite.
- Knowledge of regulatory frameworks and compliance in the fintech sector.

Job responsibilities:
- Conduct comprehensive market research to identify potential business partners and collaboration opportunities.
- Analyze industry trends, competitor partnerships, and market dynamics.
- Identify and engage with key decision-makers in potential partner organizations.
- Initiate contact through various channels, including targeted outreach, networking events, and industry conferences.
- Prepare and deliver compelling sales presentations to showcase our products and services.
- Develop proposals and negotiate terms to secure new business contracts.
- Set and achieve ambitious sales targets, contributing to overall company revenue goals.
- Monitor and report on sales performance against targets, identifying areas for improvement.
- Establish and nurture strong relationships with key stakeholders in partner organizations.
- Serve as the primary point of contact, fostering ongoing communication and collaboration.
- Lead negotiations with potential partners to establish mutually beneficial agreements.
- Collaborate with legal and management teams to finalize and execute partnership contracts.

We offer a competitive salary, performance-based incentives, and opportunities for professional growth. If you are a strategic business development professional with a passion for fostering impactful business partnerships, we encourage you to apply for this exciting opportunity to shape and expand our business network.

2):- **SENIOR/ PHP DEVELOPER**

No. of Positions	:	3
Job Location	:	New Mahavir Nagar (West Delhi, near Janakpuri)
Job Type	:	Full-time ; Permanent
Salary Range	:	Upto 60K per month (Upto 7.20 LPA)
Qualification	:	BE/B.Tech/MCA/BCA/M.Sc./B.Sc.
Experience	:	Min. 3 yrs as PHP Developer

Skills Required:-
- Expertise in working with a MVC framework, PHP & MySQL. Writing standards-compliantcomplex JavaScript, jQuery.
- Strong knowledge of OOPS, design patterns and Data structure
- Sound Knowledge in developing and handling REST APIs in both JSON and XML format withAPI Integration.
- Experience in designing the backend at architecture level API-centric architecture
- Experience about complex web application development and security norms
- Comfortable working with debugging tools

- Proficient understanding of code versioning tools, such as GIT, BitBucket, SVN, etc.
- Relevant software architecture, software development, and software testing experience
- Working within Windows and Linux and primarily open-source environment
- Should have strong knowledge of front end and back end optimization techniques
- Should have ability to work as a team with business owner, developers, designers & testers.

Job Description:-
- Responsible for all aspects of the ongoing development
- Work primarily with PHP, REST API development, object-oriented design, dynamic contentretrieval, Unit testing techniques, debugging techniques, HTTP, MySQL and Apache
- Plan, design, develop, debug, implement and support web-based applications and Services(Websites and Intranet Portal)
- Responsible for assisting in the development of new requirements.
- To develop different websites like e-commerce website, consulting portals, webapplications, CRM etc.
- API Integration like, payment gateway, SMS API, video calling API, logistic API and social media log in APICoordination with different resources providers like server team, Domain Company or APIproviders support team.
- Develop and maintain dynamic web applications Involvement in all aspects of thedevelopment cycle using PHP, CodeIgniter and OOPS concept
- Participate in Code Review and walkthroughs
- Work on complex and challenging projects
- Ensure quality performance of the deliverable
- Coordinate with co-developers and send regular updates.

3:- Profile:- Support Executive:-

Job Type	:	Full-Time ; Permanent
Profile	:	Support Executive
Salary Range	:	Upto 20 K per month
Working Days	:	6 days with 1 weekly off
Skills	:	Good communication in English & Hindi both

As a **Support Executive**, you will be responsible for providing excellent customer service and support to our clients. You will act as the primary point of contact between the company and itscustomers, ensuring their concerns are addressed promptly and effectively. You will also play acrucial role in maintaining customer satisfaction and contributing to the company's success.

Responsibilities:

- Respond to customer inquiries, concerns, and issues via various communicationchannels (mainly via phone).

- Resolve customer inquiries, issues, and complaints effectively.

- Maintain a strong knowledge of our products/services.

- Document customer interactions accurately in our system.

- Collaborate with team members and other departments as needed.

- Contribute to improving customer satisfaction and support processes.

- Collect and analyze customer feedback to identify trends and areas for improvement.

- Adhere to company's customer service standards and policies.

- Participate in regular team meetings to discuss customer concerns and strategies forimprovement.

Qualifications:

- 12th Pass ; Diploma or equivalent (Bachelor's degree preferred).

- Fresher or previous experience in customer support or a related role.

- Excellent communication and problem-solving skills.

- Empathy and patience when dealing with customers.

- Strong team player.

The ideal candidate for this Support Executive role will possess the essential qualities of empathy, patience, effective communication, and problem-
solving skills, combined with a genuine commitment to delivering outstanding customer service.

If you are ready to contribute your enthusiasm and dedication to ensuring customer satisfactionwhile working in a dynamic and collaborative team environment, we encourage you to apply and become an integral part of our Support Team.

All the best

Thanks & Regards,

Dr. Nivedita
Head - Training and Placement Cell