

Ref. No: TIAS/TP/Campus/Notice/2023-24/114

Date: 10.01.2024

Dear All,

Please find an option for consideration. Interested candidates are required to register on the link latest by 11/01/2024.

Link to Apply:- <https://forms.gle/gZ9NhKeFno8kDFDP9>

Company Name:- Inditab

Eligibility: BBA/MBA/BCA-2024 & 2023

Profile:

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

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.

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-compliant complex 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 with API 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 content retrieval, 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, web applications, CRM etc.
- API Integration like, payment gateway, SMS API, video calling API, logistic API and social media log in API etc.
- Coordination with different resources providers like server team, Domain Company or API providers support team.
- Develop and maintain dynamic web applications Involvement in all aspects of the development 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.

All the best

Thanks & Regards,



Dr. Nivedita

Head - Training and Placement Cell