

Job Notification Form, IIT Delhi

Company Overview

Name: PayU

Website: <https://corporate.payu.com/>

Company Type: Other (Fintech)

Description: About Company:

PayU is the payments and fintech business of Prosus, a global consumer internet group and one of the biggest investors in the fintech space globally, with investments totaling \$1 billion in fintech - to date. In India, PayU serves more than 4,50,000 merchants with 70+ local payment methods and is the preferred payments partner for nearly 60% of the e-commerce merchants, including all leading ecommerce companies and most airline businesses.

PayU specializes in credit products and services for emerging markets across the globe. Headquartered in Mumbai, PayU Credit India has disbursed about 20 billion loans to date by volume and has disbursed more than \$280 million in consumer credit. PayU Credit provides consumers with easy access to affordable short-term loans up to INR 5 lacs that can be availed in the form of personal loans, point of sale EMI and express loans. Led by Prashanth Ranganathan, the company has been focusing on providing innovative solutions that make access to credit convenient as well as quick. PayU India entered the alternate lending business in 2017 with LazyPay, its buy-now-pay-later offering to provide consumers with convenient checkout options. It emerged as one of the most popular payment methods across 300+ renowned merchants in its network like Swiggy, Zomato, Samsung, Dunzo, GoAir, amongst others. Recently the company launched 'LazyPay Credit Shield' an end to end digital lending features that help its users to be mindful of their financial health and credit score and automates the entire process of disbursement. Riding on the success of the offering in 2018, PayU received RBI's approval to operate as an NBFC in 2018. PayU acquired a stake in PaySense in January 2020 to accelerate its vision for credit in India and leverage AI & ML to build a full-stack digital lending platform in India.

In 2019 PayU acquired Wibmo Inc., a global leader in digital payments and payments security solutions. Wibmo partners with 130+ banks across 25 geographies and is the largest service provider in India. Together, PayU's strong merchant network and Wibmo's leadership in digital transaction security solutions offer industry-leading payments solutions to merchants and financial institutions in India and other high growth markets.

PayU in its next phase of growth is developing a full regional fintech ecosystem providing multiple digital financial services in one integrated experience. A key focus area within this ecosystem is digital banking. India is witnessing a revolution in this sector, which is expected to impel the growth of the Indian digital banking market over the coming years. PayU is already working on different strategies in this sector and aims to provide superior user experience, new products and greater choice, expanding cutting edge banking services to tier 3 and 4 cities in India.

Job Details

Designation: Associate Business Analyst

Type: Analytics

Place of Posting: Mumbai, Gurgaon, Bangalore

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Roles and Responsibilities:

- Perform diagnostic and predictive analytics to help create a portfolio segmentation strategy considering, among others, macroeconomic environment, industry and micro-industry concentrations, product, lifetime value, usage, risk appetite, geography, seasoning, term, credit performance, etc.
- Influence, monitor, and assess impacts to Family Capital Funding's portfolio as a result of pricing, product, acquisition strategy, underwriting policy, fraud detection, and portfolio monitoring and collections. Create predictive early detection credit deterioration capabilities using internal and external performance data.
- Investigate, create, implement and validate various risk and financial forecasts using complex data including cohort and time series analysis of loan balances, revenue performance, net income performance, portfolio dynamics, etc. and ensure an enterprise wide consistency in estimations.
- Interface with Acquisition, Pricing, Product, Marketing, Finance, and Operations teams to help build relationships, set goals and track operations performance, providing an actionable feedback loop as it relates to portfolio performance across key Family Capital Funding metrics.
- Ensure sound credit control by taking a pro-active approach to risk management within the risk guidelines of Family Capital Funding.
- Demonstrate governance, control and risk management behaviors in alignment with Family Capital Funding policies and practices. Document all new processes

per Enterprise policy

- Assist with developing and enhancing credit structuring/packaging and risk assessment capabilities to identify and maintain good business opportunities with new and existing clients.
- Perform detailed analysis and interpret information to make recommendations to Senior Management on critical strategies including non-standard and ad-hoc requests as determined by management.
- Ensure the timely and effective communication of forecasting results & variance drivers; anticipating potential needs in an effort to establish and maintain good working relationships with key business stakeholders.

Requirements to be successful in this role:

- Degree (BE / B.Tech / MS, MBA, PGM, PhD or equivalent) in Computer Science, Mathematics, Operational Research, Statistics or Natural Sciences
- Strong problem-solving skills with an emphasis on product development.
- A very clear understanding of probability and statistics, analytical approach to problem solving, and capability to think critically on a diverse array of problems
- Supervised Machine Learning Algorithms: Predictive Analytics, Logistic Regression, Bayesian Approach, Decision Trees, Support Vector Machines. Neural Networks etc.
- Understanding of advanced algorithms (i.e. Deep Learning, Probabilistic Graph Models) will be good to have
- Familiarity with statistical methods such as hypothesis testing, forecasting, time series analysis, etc - gained through work experience or graduate level education
- Excellent business judgment and risk assessment as demonstrated by previous work or academic experience in an analytic role related to economic or business analysis
- Strong Analytical and Problem-Solving Skills as demonstrated by previous experience in developing creative solutions to business strategy, technological, and operational problems
- Excellent SQL and analytic programming skills (R, Python, SAS, Excel), willingness to work closely with large data sets and get into the details with business processes
- Knowledge and experience with statistical concepts and financial analytics (break-even analysis, NPV estimation, downside risk assessment)
- Desire to help small businesses by eliminating inefficiencies and excessive costs in the lending business

Joining By: 3 July 2023

Salary Details

CTC:	2,220,000 INR Per Annum
Gross:	1,950,000 INR Per Annum
Base Salary:	1,800,000 INR Per Annum
Joining Bonus:	150,000 INR Per Annum
HRA:	0 (min) -0 (max) INR Per Annum
Medical Allowance:	0 (min) -0 (max) INR Per Annum
Other cash benefits part of gross:	0 (min) -0 (max) INR Per Annum
RSUs:	270,000 INR Per Annum
ESOPs:	0 INR Per Annum
Performance/other:	0 (min) - 180,000 (max) INR Per Annum

Performance/Other bonuses: 0 (min) -100,000 (max) INR Per Annum

Other cash benefits part of CTC: 0 (min) -0 (max) INR Per Annum

Selection Process

Resume Shortlist: No

Written Test: No

Online Test: Yes

Group Discussion: No

Medical Test: No

Personal Interview: Yes

No. of Rounds: 3

No. of Offers: 5

Minimum CGPA: 7

Eligibility

Recruiting PHDs: No

Eligible Departments: B.Tech in Biochemical Engineering & Biotechnology, B.Tech in Chemical Engineering, B.Tech in Civil Engineering, B.Tech in Computer Science & Engineering, B.Tech in Electrical Engineering, B.Tech in Electrical Engineering (Power and Automation), B.Tech in Engineering Physics, B.Tech in Mathematics & Computing, B.Tech in Mechanical Engineering, B.Tech in Production & Industrial Engineering, B.Tech in Textile Engineering, B.Tech and M.Tech in Biochemical Engg & Biotechnology, B.Tech and M.Tech in Chemical Engineering, B.Tech and M.Tech in Computer Science & Engineering, B.Tech and M.Tech in Mathematics & Computing, M.Tech in Applied Optics, M.Tech in Atmospheric-Oceanic Science and Technology, M.Tech in Biomedical Engineering, M.Tech in Chemical Engineering, M.Tech in Communications Engineering, M.Tech in Computer Science & Engineering, M.Tech in Computer Technology, M.Tech in Construction Engineering & Management, M.Tech in Control & Automation, M.Tech in Cyber Security, M.Tech in Electric Mobility, M.Tech in Energy & Environment Technologies and Management, M.Tech in Energy Studies, M.Tech in Engineering Analysis & Design, M.Tech in Environmental Engineering & Management, M.Tech in Fibre Science & Technology, M.Tech in Geotechnical and Geoenvironmental Engineering, M.Tech in Industrial Engineering, M.Tech in Instrument Technology, M.Tech in Integrated Electronics & Circuits, M.Tech in Materials Engineering, M.Tech in Mechanical Design, M.Tech in Molecular Engineering: Chemical Synthesis & Analysis, M.Tech in Optoelectronics & Optical Communication,

Synthesis & Analysis, M.Tech in Optoelectronics & Optical Communication, M.Tech in Polymer Science and Technology, M.Tech in Power Electronics, Electrical Machines & Drives, M.Tech in Power Systems, M.Tech in Production Engineering, M.Tech in Radio Frequency Design & Technology, M.Tech in Rock Engineering & Underground Structures, M.Tech in Solid State Materials, M.Tech in Structural Engineering, M.Tech in Telecommunication Technology & Management, M.Tech in Textile Chemical Processing, M.Tech in Textile Engineering, M.Tech in Thermal Engineering, M.Tech in Transportation Engineering, M.Tech in VLSI Design Tools & Technology, M.Tech in Water Resources Engineering, M.Sc in Chemistry, M.Sc in Cognitive Science, M.Sc in Economics, M.Sc in Mathematics, M.Sc in Physics, M.S.(R) in Machine Intelligence & Data Science, M.S.(R) in Applied Mechanics, M.S.(R) in Biochemical Engineering and Biotechnology, M.S.(R) in Biological Sciences, M.S.(R) in Telecommunication Technology and Management, B.Tech in Civil Engineering and M.Tech in Geotechnical and Geoenvironmental Engineering, B.Tech in Civil Engineering and M.Tech in Water Resources Engineering, B.Tech in Civil Engineering and M.Tech in Structural Engineering, B.Tech in Civil Engineering and M.Tech in Construction Engineering & Management, M.S.(R) in Civil Engineering, M.S.(R) in Chemical Engineering, B.Tech in Textile Engineering and M.Tech in Computer Science & Engineering, B.Tech in Mechanical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Electrical Engineering (Power and Automation) and M.Tech in Computer Science & Engineering, B.Tech in Biochemical Engineering & Biotechnology and M.Tech in Computer Science & Engineering, M.S.(R) in Computer Science & Engineering, Master of Design in Industrial Design, M.S.(R) in Electrical Engineering, M.S.(R) in Energy Science and Engineering, M.S.(R) in Sensors, Instrumentation and Cyber-physical System Engineering, M.S.(R) in VLSI Design Tools and Technology, B.Tech in Mechanical Engineering and M.Tech in Thermal Engineering, B.Tech in Mechanical Engineering and M.Tech in Computer Science & Engineering, M.S.(R) in Mechanical Engineering, M.S.(R) in Materials Science and Engineering, Post Graduate Diploma for Visionary Leadership in Manufacturing, M.S.(R) in Information Technology