Job Notification Form, IIT Delhi

Company Overview

Name:	Advantage Club
Website:	www.advantageclub.co
Company Type:	Information Technology

Description: Advantage Club is a global platform for employee engagement and financial wellness, with benefits like
perks, rewards, and early wage access on a single platform. It aims to provide end-to-end solutions to
facilitate employee engagement through exclusive privileges and rewards by the brand partners,
allowing them to reach out to targeted customer segments too.
Established in 2016, Advantage Club is a brainchild of UCLA postgraduates Sourabh Deorah and Smiti
Bhatt Deorah who identified employee benefits as a space to create disruption using data mining and
analytics. Since then, it has been redefining employee benefits beyond the traditional provident fund
and corporate discounts policies.
Headquartered in Delaware(US), Advantage Club has an impressive client portfolio featuring Concentrix,
Teleperformance, Hexaware, EY, Target, and many more. With a presence in almost 100+ countries
across the globe, catering to 1000+ corporates and extends offers exclusively across 10,000+ brands.
Advantage Club takes pride in providing a scalable, customizable, cost-effective program to take
employee engagement to the next level. It is one single platform that brings a wide variety of recognition
programs including milestone/anniversary/years-of-service awards, early wage advantage, real-time spot
bonus, automated incentives, peer-to-peer appreciation, onboarding programs, wellness programs,
quarterly & annual performance awards, gift card program, exclusive offers across 10,000+ brands etc. to
name a few.
With its sole mission to help organizations keep their employees engaged and driven, the Advantage
Club App is supported by a well-thought employee engagement solution that offers a best-in-class
experience to its users. The platform is set to revolutionize the industry by making a direct impact on
employee recruitment and retention through an exhaustive employee engagement tool.
Advantage club is leading the employee benefits market globally, pegged at $10 billion and growing.
Advantage Club has raised $7 million to date from prominent VCs like YCombinator, GrowX, Sprout, and
Axilor Venture

Job Details

Designation: Business Analyst

Type: Information Technology

Place of Posting: Gurugram , Haryana

Job Details: If you've ever wanted to have a chance to serve as the primary relationship owner for an assigned group of top tier client accounts with responsibility for retention and growth, if you believe in owning what you help build like we do, and if you're looking for a place that will challenge you to improve every day, then we think that you'll feel right at home with us at Advantage Club.

Key responsibilities:
• Manage multiple accounts; develop positive working relationships with all customer touch
points.
• Drive client retention, renewals, upsells and client satisfaction.
• Work closely with Associate Account Managers and Ad Operations on day-to-day operational
processes including campaign set-up, receipt of creative or tags, trafficking, optimization,
troubleshooting and QA.
• Cross sells different products to existing clients.
• Creating and managing Accounting on a day-to-day basis.
• Create MIS and other financials.
• Understand client requirements and communicate the same internally to the product team.
Own the entire process from requirement gathering to delivery.
• Work closely with Analytics and Ad Operations to determine root causes for customer success
or failure and drive requirements for product or process enhancement and development as
needed.
• Partner with internal cross-functional teams to understand customer goals and key
performance
metrics and exceed those goals throughout the campaign.
• Leverage technical tools and quantitative data to manage campaigns to success, high
customer satisfaction and renewal.
• Prepare campaign insights reporting, including analysis and research.
• Manage weekly campaign status documents for review.
• Work closely with Finance on billing set up and invoicing.
• Provide input on new processes and workflows as needed.
• Focus on ensuring we maintain superior customer service levels, operational excellence and
strategic insight.
Skills required:
• Dynamic personality able to effectively engage and influence a variety of audiences at all
levels of a business.
• Excellent communication skills and an ability to work collaboratively with all levels of internal
and external organizations.
• Focus on establishing corporate relationships, ability to gain trust through communication,
expectation setting and completion of planned deliverables.
• Manage customer activity with CRM tools for maximum efficiency and visibility, with carefully
executed follow-up to closure on open issues.
• Business acumen, sound decision making, analytical and organizational skills in
a fast paced

environment; a consultative approach to managing complex client relationships.
• Project and program management experience; knowledge of key concepts including phases,
plans, deliverables, scope and tasks.
• Ability to prioritize multiple responsibilities, balancing client deliverables on multiple projects as
well as internal obligations.
• Strong analytical skills.
• Demonstrated ability to work independently and remain motivated
• Problem Identifier and Solver.
• Start-up attitude, high willingness to learn, and hardworking.
• Comfortable with analytics tool
• Ability to code (optional)

Joining By: 1 July 2023

Salary Details

CTC:	1,700,000 INR Per Annum
Gross:	1,200,000 INR Per Annum
Base Salary:	1,200,000 INR Per Annum
Joining Bonus:	0 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:	0 INR Per Annum
ESOPs:	500,000 INR Per Annum
Performance/other bonuses:	0 (min) -0 (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:	2
No. of Offers:	5
Minimum CGPA:	6.5

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, 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, 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, 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, B.Tech in Mechanical Engineering and M.Tech in Thermal Engineering, B.Tech in Mechanical Engineering and M.Tech in Computer Science & Engineering