
DEPARTMENT OF TRAINING & PLACEMENT
KALINGA INSTITUTE OF INDUSTRIAL TECHNOLOGY (KIIT)
DEEMED TO BE UNIVERSITY, BHUBANESWAR (ODISHA)

No. KIIT-DU/T&P/25/260

Date : 22nd March'2025

Kind Attenⁿ : 2026 Graduating B.Tech (All Branches) Students

This is to inform all the above students that **Simetrik** will be conducting an Internship cum performance based PPO Recruitment Drive at KIIT Campus physically.

All the interested eligible students are directed to **REGISTER** in **BOTH the links** given below on or before **24th March'2025 by 9.00 AM** to participate for the same.

<https://forms.gle/6FVcjDgdaLfzwQDbA>

&

<https://tinyurl.com/Registration-Simetrik-2026>

Profile Offered	:	Business Development Representatives (BDRs)- Intern
Eligibility Criteria	:	6.50 or above CGPA in B.Tech
	:	No Backlogs
	:	Candidates must have strong verbal and written communication skills in English and are available for full-time on-site work
Process	:	To be notified
Stipend	:	Rs. 25,000 Per Month
Internship Duration:	:	12 Months
Internship Joining	:	Will be informed
Joining Location	:	Bhubaneswar, Odisha
CTC	:	Rs. 8.25 Lakhs per Annum post conversion to PPO

Note:

Pre-Placement Offer (PPO) will be offered based on the performance during the internship period.

Prof.(Dr.) Prachet Bhuyan
Professor & Dean (T&P), KIIT-DU

NB:

1. The Company will be short listing from the registered students list.
2. Find below the Job Description for your reference.

Job Description

Role Overview

As a Business Development Representative (BDR) at Simetrik, you will play a crucial role in fueling our revenue growth by identifying, qualifying, and engaging prospective clients. You

will work closely with the sales and marketing teams to build and manage a strong pipeline, drive outbound prospecting initiatives, and generate high-quality leads.

This is an ideal role for individuals passionate about sales, technology, and financial automation, who thrive in fast-paced environments and are eager to develop expertise in B2B SaaS sales.

Key Responsibilities:

Prospecting & Lead Generation: Identify potential clients through research, outbound outreach, and strategic engagement.

Cold Outreach: Initiate contact with prospective clients via emails, LinkedIn messages, and phone calls to introduce Simetrik's solutions.

Discovery & Qualification: Conduct initial discovery calls to understand client pain points and assess fit with Simetrik's offerings.

Pipeline Development: Work closely with the sales team to build a strong sales pipeline by scheduling high-quality meetings and product demos.

CRM & Data Management: Maintain accurate and up-to-date records of interactions and lead progress within the CRM system.

Market Research & Intelligence: Stay updated on industry trends, competitor offerings, and potential areas for strategic outreach.

Collaboration & Learning: Work with experienced sales professionals to develop key sales skills, including objection handling, negotiation, and customer engagement.

Performance Tracking: Regularly analyze and optimize outreach strategies to improve conversion rates and exceed individual KPIs.

Who Should Apply?

We are looking for tech-savvy BTech students eager to apply their problem-solving skills in a business context. You should be:

- A Go-Getter: Driven, ambitious, and excited by challenges.
- A Hustler: Someone who doesn't give up and takes initiative.
- A Natural Leader: Confident, inspiring, and ready to take ownership.
- An Exceptional Communicator: Strong in both verbal and written communication

Why Join Simetrik?

Internship Benefits:

Competitive Stipend: Earn INR 25,000 per month while gaining real-world experience.

Industry-Leading Training: Gain in-depth exposure to SaaS sales methodologies, automation tools, and B2B prospecting techniques.

Global Network: Connect with top sales and marketing professionals, industry leaders, and potential future employers.

Fast-Track Career Growth: Develop the skills needed for high-paying roles in SaaS and fintech.

Personalized Recommendations: Receive a certification and a personalized letter of recommendation upon successful completion.

High Conversion Potential: Outstanding performers may receive full-time offers upon completion of the internship.

Impactful Work: Be part of a rapidly scaling startup that is revolutionizing financial automation.

What You Can Expect :

Hands-On Learning: Real responsibilities and direct exposure to sales strategy execution.

Global Expansion Opportunities: Work with an internationally expanding company with diverse clients.

Engaging Work Culture: A dynamic, high-energy work environment with team challenges, rewards, and growth opportunities.

Application Process & Next Steps :

AntBox is the official Internship Partner and Aggregator for Simetrik, managing the application and selection process. Interested candidates can apply by filling out the application form circulated by AntBox.

Application Submission: Complete the application form with your details and upload your resume.

Shortlisting: AntBox team will review applications, and shortlisted candidates will receive further communication regarding the next steps.

Offer & Onboarding: Successful candidates will receive an offer letter and be guided through the onboarding process to kick-start their journey

About the Company :

At Simetrik, we are revolutionizing financial automation by providing businesses with a comprehensive platform to streamline and control their economic movements. Our platform reconciles diverse sources of information - regardless of origin, type, format, or extraction method - enabling companies to receive accurate results without errors or fraud, all at a lower cost.

Our mission is to empower businesses to optimize their financial operations through automation and real-time data analysis. With over 120 flexible and independent functionalities, our platform adapts to the specific needs of each company, allowing for the configuration of both operational and financial controls.

As an early-stage startup, we have experienced significant growth and are poised for further expansion. In February 2024, we secured \$55 million in a Series B funding round led by Goldman Sachs, underscoring our commitment to global scalability and innovation in financial automation.

We are currently hiring Business Development Representatives (BDRs) to join us in our Bhubaneswar office - a role designed for individuals eager to dive into the dynamic and fast-paced world of SaaS. This is more than just a job; it's an opportunity to be part of a mission that is making a lasting impact on the industry.

If you thrive in an environment where innovation is not just encouraged but expected, where execution is fast and focused, and where every day brings new challenges and opportunities, then Simetrik is the place to be.

Join us and help shape the future of financial automation while accelerating your career growth.