| Company : | Limechat Limechat | | | | | | | | | | | | | | | | | | | |
|---|---|---|---|-----------------------|----------------------------------|----------------------|-------------------------------------|---------------------------------|---------------------------------------|---------------|-----------------------|----------|---|--------------|------|---|--------------------------------------|-------------------------------------|---|----------------------------------|
| Name : Nature Of | | | | | | | 9 | | | nat a Serv | ice | | | | | | | | | |
| Business : Designation : | | | | | | | | | | | | | | | | | | | | |
| Tontotivo Joh | Bangalore | | | | | | | | | bilities | | | | | | | | | | |
| Description : | - Contribute to product strategy and roadmap for key products and business area - Ensure end-to-end management of a product through its lifecycle, including product strategy development, market research, customer insights, and requirements definition - Work across functions including product development, engineering, and design teams to build and deliver products that have a revenue impact - Collaborate with the marketing team and execute successful product launches - Define and own product success metrics; ensure the KPIs are met and promptly resolve issues during operations while collaborating with multiple stakeholders - Develop a growth strategy focused both on financial gain and customer satisfaction - Conduct research to identify new markets and customer needs - Arrange business meetings with prospective clients - Promote the company's products/services addressing or predicting clients' objectives - Prepare sales contracts ensuring adherence to law-established rules and guidelines - Keep records of sales, revenue, invoices etc Provide trustworthy feedback and after-sales support - Build long-term relationships with new and existing customers - Develop entry-level staff into valuable salespeople Requirements - Proficiency in English - Good Understanding of Technology - Communication and negotiation skills - Have strong interpersonal and presentation skills - Time management and planning skills - Strong intellectual curiosity and love of problem-solving with a passion for driving action and making a direct impact on business outcomes - Be Proactive, you don't wait for the solution to be handed down to you - Thrive in a fast-paced, globally distributed, start-up environment. | | | | | | | | | | | | | | | | | | | |
| | Program | AE BSBE | Е СЕ СНЕ | CSE | | | _ | _ | - | | | _ | | CGS | SHSS | S EEN | 1 MSI | NET | r PSF | Stats |
| Eligibilty : | BT BS MT DoubleMajor dual dualB dualC Mdes MBA Phd MSc MSR | Yes Yes No No Yes Yes Yes Yes Yes Yes Yes Yes No No No No | No No Yes Yes Yes Yes Yes Yes Yes Yes Yes | No Yes Yes Yes Yes No | Y No N Yes Yes Y Yes | es Io es es | No N Yes Y Yes Y Yes Y Yes Y O No N | Ye. O es Ye. es Ye. es Ye O No | s Yes yes yes No | Yes Yes | Yes Yes Yes | | No Yes Yes Yes No | | | No Yes No | No No | No Yes No | No Yes No No | No No |
| Cost to Company : | | | | | | | | 24 | lakh | s INR | | | | | | | | | | |
| company (| Package Breakdown | | | | | | | | | | | | | | | | | | | |
| Package | Base Pay - 14 lakhs Performance Bonus - 2 lakhs ESOPs - 8 lakhs (Vested over 4 years) | | | | | | | | | | | | | | | | | | | |
| Details : | Perks Hotel Arrangements for Work Trips | | | | | | | | | | | | | | | | | | | |
| | In-office lunch Work-related transportation costs borne by company Performance Bonus up to 2 lakhs | | | | | | | | | | | | | | | | | | | |
| Bond : CPI CutOff : Medical Requirments : | | | | | | | | | Fals | | | | | | | | | | | |
| Resume Shortlist : Resume | | | | | | | | | Tru | e | | | | | | | | | | |
| Shortlist Criteria: | | Previous experience and PORs | | | | | | | | | | | | | | | | | | |

Aptitude Test: **False** Group False **Discussion: Technical** False Test: Technical True Interview: Technical Interview 30 mins **Duration:** Number of **Techincal** 1 Interview **Rounds:** HR True Interview: HR

Interview **Duration: Additional**

Information:

30 mins