



## CENTRALISED CAREER GUIDANCE & PLACEMENT CELL

Guru Gobind Singh Indraprastha University

Sector 16-C, Dwarka, New Delhi – 110078

Room No. E-409, E-Block

Ph. No.011-25302739, Email Id: [cpc@ipu.ac.in](mailto:cpc@ipu.ac.in)

F. No. GGSIPU/CCGPC/2021/268

Dated: 6<sup>th</sup> December 2021

### Sub. Placement opportunity for students in the company “Advantage Club”.

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of requirement of candidates in the company “Advantage Club” for your reference and circulation to students to apply on given link by **9<sup>th</sup> December 2021:**

**Registration Link - <https://forms.gle/LhMjzzguULS7EBTy8>**

#### About the Company:

Advantage Club is an HR-Fintech company, operating in an Employee Benefits space. It was founded in 2016 by Sourabh and Smiti; UCLA, Amazon, and Microsoft Alumni. It brings financial wellness- salary advances, tax-saving and reimbursement, rewards & recognition, perks all under a single app. The platform is backed by Y Combinator, GrowX Ventures, Axilor Ventures, Sprout Ventures, Purvi Ventures. It is currently running successfully in 350+ corporations across 70+ countries and serving more than a million and a half salaried employees. Please refer to the attached corporate deck for detailed information.

Looking for Full-time Candidates and Interns across various opportunities for immediate joining as mentioned below:

Job Role	Vacancy	Locations	CTC	Degree
Business Development Manager	15	Mumbai, Bangalore, and Gurgaon	4-5 LPA + Incentives	MBA
Customer Success Manager	5	Gurgaon	3 to 5 LPA	MBA
Marketing Manager	5	Gurgaon	3 to 5 LPA	MBA
Global Sales Manager	10	Gurgaon	4-5 LPA + Incentives	MBA
Android Developer	5	Gurgaon	5 to 7 LPA	B.Tech CSE/IT and MCA
Backend Developer	5	Gurgaon	5 to 7 LPA	B.Tech CSE/IT and MCA
Ios Developer	5	Gurgaon	5 to 7 LPA	B.Tech CSE/IT and MCA

Stipend during internship INR 10k – 12K (For Development and Sales Manager additional incentives will be paid.)

(Ms. Nisha Singh)

Placement Officer, CCGPC

# AdvantageClub

## Business Development Manager

*If you've ever wanted to have a chance to sell products that have a visible and immediate impact in people's lives, 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:**

- Prospect for potential new clients and turn this into increased business.
- Cold call as appropriate within your market or geographic area to ensure a robust pipeline of opportunities. Meet potential clients by growing, maintaining, and leveraging your network.
- Identify potential clients, and the decision makers within the client organization.
- Research and build relationships with new clients.
- Set up meetings between client decision makers and company's practice leaders/Principles.
- Plan approaches and pitches. Work with team to develop proposals that speaks to the client's needs, concerns, and objectives.
- Participate in pricing the solution/service.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. Use a variety of styles to persuade or negotiate appropriately.
- Present an image that mirrors that of the client.

## **Skills required:**

- Excellent verbal and written communication skills.
- Energy, passion and a real drive to get ahead
- Capable, quick, determined
- Immaculate attention to detail
- Team player
- Startup mentality, high willingness to learn, and hardworking.

*Join us and see how we are changing the corporate benefits landscape in India!*

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# AdvantageClub

## Customer Success Executive

***Advantage Club is looking for a Customer Success Executive your duties will range from explaining the product to the customer and address customer queries/doubts and making sure Disbursal happen on time in coordination with the respective team.***

### **What you will do:**

- Explain the product to the customer and address customer queries/doubts
- Helping customer throughout the journey from filling the application to disbursement
- Collect required documents, Confirm the details from the customer
- Verify that all required documents are submitted as expected
- Collect missing / additional documents/information as per credit feedback
- Verify that the NACH is registered and the documents are signed
- Making sure Disbursal happen on time in coordination with the respective team
- Open to taking additional responsibility

### **An Ideal Candidate:**

- Strong analytical skills
- Familiarity with Microsoft Office including Access and Excel
- Strong communication skills
- Ability to work well in groups
- Ability to multitask

## **About Advantage Club:**

Advantage Club is India's largest Corporate Employee Benefits Platform. Founded by alumni of UCLA, Amazon, and Microsoft. Our major verticals are Corporate Perks, Rewards & Recognition, and financial solutions. We are currently partnered with more than 250+ corporates, including Concentrix, RBS, Fidelity, Walmart, Amazon, etc., whose employees are offered exclusive privileges through our 10,000+ brand partners across categories Advantage club is leading the employee benefits market in India which is pegged at \$2 billion and growing. Advantage Club has raised \$2 million to date from prominent VCs like GrowX, Sprout, and Axilor Venture.

# AdvantageClub

## Marketing Manager

*We're currently on a lookout for a Marketing expert for developing integrated marketing campaign strategies and activities in conjunction with Sales & Product teams. This role is responsible for the tactical day-to-day management of campaigns as well as driving the strategic growth for each of our business lines.*

### **Key responsibilities:**

- Plan and create GTM content marketing plans
- Create content for brands to be listed on platform
- Manage the implementation, tracking and measurement of integrated digital marketing campaigns within the timelines and budgets
- Plan and execute BTL activities, events and other promotional activities inside client premises to achieve key outcomes
- Research ideas and facts pertinent to the type of content/topic assigned
- Plan and write digital content to support the social media and on-line strategy, for each relevant audience and marketing channel (Blogs, emails, Facebook etc).
- An understanding of formatting articles on the web.
- Research on the web and come up with ideas for creating innovative and fresh content.
- Monitor key performance metrics like CPI, Conversion % for the campaigns on a daily basis and take corrective actions.
- Analyse campaigns, identify trends and provide fast, accurate reports, optimizing campaigns on a real time basis to improve ROI.
- Responsible for day-to-day management of marketing initiatives

**Skills required:**

- Excellent verbal and written communication skills
- Energy, passion and a real drive to get things done
- Capable, quick, determined, innovative and street smart
- Immaculate attention to detail
- Team player
- Start-up attitude, high willingness to learn, and hardworking

***This is your chance to work at a fun start-up. We love challenging the status quo. We're growing really fast. There's a lot to learn and you will be working very closely with the founders of the company. There are no doors that need to be knocked for ideation & discussion. If you are enthusiastic about both personal and professional growth, come aboard! Join us and see how we are changing the corporate benefits landscape in India!***



# AdvantageClub

## Global Sales

*If you ever wanted to have a chance to sell products that have a visible and immediate impact in people's lives, 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:

- Lifecycle management from identifying to converting to solution delivery to the client.
- Research and build a pipeline of who could be the potential client.
- Prospect for potentiate corporate & channel clients and convert it into increased business.
- Identify decision makers of the potential clients of the organization.
- Set up meetings between client decision makers and company's product leaders/Principals.
- Plan approaches and pitches. Work with team to develop proposals that speaks to the Client's needs, concerns, and objectives.
- Participate in pricing the solution/service catering to the client's needs.
- Handle objections by clarifying, emphasizing agreements and working through differences to a positive conclusion. Use a variety of styles to persuade or negotiate appropriately.
- Coordinating with sales ops, legal and administration for the solution delivery to the client.

- Prepare a note of solution delivery and circulate to all the relevant stake holder.
- Work with the product delivery team for the execution of the scope with in the launch timeline.
- Responsibility to account manage the client post-delivery for retention and leveraging the upselling opportunities.

### **Skills required:**

- Strong verbal and written communication skills
- Say No attitude.
- Inheriting ability to take ownership of the work.
- Energy, passion and a real drive to get things done
- Capable, quick, determined, innovative and street smart
- Immaculate attention to detail
- Team player
- Start-up attitude, strong willingness to learn and hardworking

***Join us and see how we are changing the corporate benefits landscape worldwide!***

# AdvantageClub

## Android Developer

***We are looking for someone to own our Android app. This means leading the entire development process so that shopping from local stores through the app is a seamless experience.***

### Some basic requirements for the role:

- Strong core Java skills.
- You know the Android ecosystem inside and out and follow the latest improvements.
- You care about user experience and sweat all the little details.
- You understand the larger context of running a growing mobile + web service.
- Knowledge of RESTful web services, JSON, Postman.
- You've thought about how to bring great performance from an app that needs network access.
- You can point to your involvement in a working app in the Google Play.
- Strong knowledge of Android SDK, different versions of Android, and how to deal with different screen sizes.
- Knowledge of the open-source Android ecosystem and the libraries available for common tasks.

- Ability to understand business requirements and translate them into technical requirements.
- A knack for benchmarking and optimization.
- Understanding of Google's Android design principles and interface guidelines.
- Proficient understanding of code versioning tools, such as Git.
- Familiarity with continuous integration will be a plus.
- Should have published at least one or more original Android apps.

### **We Would Love If:**

- You have worked on a live Android app, through scaling and performance issues.
- Develop and Manage Mobile Application for the Android Platform.
- Should have handled native device features, Map integration, Push Notification, and use of GIT for source code management
- Have excellent problem solving/ Debugging skills and manage technical challenges.
- Should have experience in developing web-services to integrate data from DB servers.
- Experience with JSON, XML, JavaScript, and interfacing applications with backend rest API integration.
- Solid grasp of algorithms, memory management, object-oriented programming, MVC programming, and concurrent programming.
- Should be a stickler for a clean and efficient Code.
- Create detailed technical documentation with architecture, UI design flows, and technical specifications.
- Knowledge & experience in Android, Java, Kotlin, Flutter

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# AdvantageClub

## Backend Developer

We're looking for an experienced back end developer with an eye for best practices and scalability. We'd like to see a developer with a passion for building highly scalable and performant systems.

### Responsibilities

- Drive new feature development - from ideation to PoC to testing to scalable production deployments
- Writing reusable, testable, and efficient code
- Implementing highly scalable, secure, robust, and fault-tolerant systems
- Working on continuously improving tools and systems

### Required Skills

- Knowledge of relational databases (MySQL, Postgres) and NoSQL
- Demonstrable experience with microservices (design, deployment, monitoring, etc.)
- Strong proponent for best practices and code quality
- Experience in architecting & building real-time, large scale software applications.
- Excellent command over Data Structures and Algorithm Proficiency in implementation of algorithms and use of advanced data structures to solve problems in computing.
- Bring software engineering and product delivery experience, with a strong background in algorithms.
- Understanding fundamental design principles behind a scalable application.
- Good communication skills
- Strong Problem solving and analytical skills
- Experience in Fintech Industry is a plus
- Should be from a Tier 1 College

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# AdvantageClub

## Software Engineer – iOS Developer

*The iOS Developer will join our engineering team to develop dynamic mobile applications. In this role, you will collaborate with other team members to deliver functional & user-friendly mobile applications within established timelines.*

### Main Responsibilities of an iOS Developer

Your responsibilities will include:

- Writing clean and efficient codes for iOS applications
- Supporting the entire application lifecycle from concept to design, testing, release and support
- Troubleshooting and bug fixes for applications, to ensure that codes are clean and secure
- Recommending changes and enhancements
- Staying up to date with new mobile technology trends, applications, and protocols

### Key Requirements

- Degree in Computer Science, Engineering or a related field
- You have prior experience as an iOS Developer is plus.
- You have a portfolio of released applications on the App Store.
- You are familiar with mobile product and design lifecycles.
- You have proven experience in iOS development in either Objective-C / Swift.

- Experience with iOS frameworks (Eg. Core Data, Core Animation etc.)
- Familiarity with RESTful APIs to effectively integrate iOS applications.
- Good understanding of iOS release cycle and familiarity with CI/CD platform and pipelines.
- Proficient understanding of code versioning tools (eg. Git).
- Familiarity with various testing tools.
- You are a problem solver with good analytical skills.

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