

BASANTI DEVI COLLEGE

Job Drive – Spash Advisors Pvt. Ltd.

14.02.2021

Invitation for internship at Spash Advisors Pvt. Ltd.

SPASH ADVISORS PVT. LTD.

- **Saltlake:**

J1/5, Kariwala Tower, Block-EP, Sector-V, 5th & 7th floor,
near Webel Bhawan, Kolkata - 700 091.
(Nearest bus stop - Webel More).

- **Park Street:**

Chatterjee International Centre,
33A, Jawaharlal Nehru Road, 14th floor, Park Street, Kolkata - 700 016.
(Beside Metro Rail Bhawan).

Product: Credit card, Personal loan, Business Loan, Insurance (health & life).

Job Role:

This is a Lead Generation Process, candidates need to understand the basic needs of the customer & accordingly have to accumulate leads as much as they can on a daily basis. Lead generation basically is client details. At the same time they need to market the product over the telephone. Credit card, loan, health insurance, life insurance, multiple products, first marketing then sale comes into the act.

We are looking for a well versed **Bengali & Hindi speaking Corporate Relationship Executive** to be responsible for soliciting product marketing over the telephone. The **Corporate Relationship Executive's** responsibilities include contacting potential customer's reading from a prescribed script, focusing on customer needs to close sales, & documenting customer information & rejections.

General Purpose:

Contact businesses & individuals by telephone in order to promote products & sell services, gather information's & verify details.

Corporate Relationship Officer's job responsibilities:

1. Marketing of the product & generating customer details on daily basis is mandatory.
2. Explain the product or service to potential customers.
3. Contact customers to follow up on initial interaction.
4. Handle customer questions.
5. Schedule appointments for sales staff to meet prospective clients.

6. Answering questions to engage customers & keep the conversation going.
7. Keeping up to date on all products & informing customers of new products.
8. Answering customer's questions on the products.
9. Meeting sales quotas to qualify for the incentive.

Required Skills:

1. Excellent communication skills.
2. Creative thinking skills.
3. The patience & ability to engage clients in conversation.
4. Excellent interpersonal & problem solving skills.
5. Adaptability, initiative, resilient, negotiation, stress tolerance, high energy level.
6. Self motivation.
7. Tenacious.

Basic Criteria:

1. **Candidate should be speaking Bengali, Hindi & English. (Bengali & Hindi preferred)**
2. Age : 18 to 30 years
3. Qualification: HS & above.
4. Gender: **Male & female both.**

Stipend:

1. 3000/pm

Office Timing:

Morning 10:00 A.M. to Evening 07:00 P.M. straight. Monday to Saturday open.

Employment Type:

Full time.