

CORPORATE RESOURCE CELL

RU/CRC/JO/2025/059

Dated: 19th July 2025

Fingertips

About Company:

Fingertips is a premier e-learning platform offering certified programs in Artificial Intelligence (AI), Business Intelligence (BI), Data Science, and Digital Marketing. We collaborate with top-tier institutions like Jain University and IIT Guwahati to deliver industry-relevant, hands-on learning experiences. With a strong focus on real-world application, we've empowered 98% of our learners to achieve their career goals. Fingertips has built strategic partnerships with reputed corporates such as Adani, Wipro, and Airtel.

Job Location: Ahmedabad (Work from Office)

Work Schedule: Monday to Saturday

Work Hours: 10:00 AM to 7:00 PM

Position Overview: Inside Sales Associate / Business Growth Associate

We are looking for dynamic and motivated individuals to join our team as Inside Sales Associates / Business Growth Associates. This is a full-time, office-based role focused on driving business growth through effective lead management and customer engagement.

Compensation & Benefits:

First 6 Months: ₹22,000/month (Fixed Pay), Post 6 Months: ₹25,000/month (Fixed Pay), Post 1.2 Years: Up to ₹35,000/month (Based on performance), Variable Pay: Performance-based incentives up to ₹30,000/month, Annual CTC After 6 Months: Fixed: ₹3,00,000, Variable: ₹3,62,600 (Performance-based; no cap)

Perks & Benefits:

Corporate working environment (no field work), Flexible working hours, Rotational Saturday off (1 per month), Paid sick leaves and travel allowances, International and domestic travel opportunities, Access to CCD coffee machines, hot/cold beverages, Fine dining and movie vouchers, Amazon & shopping gift cards, Fun Friday activities, Rewards & Recognition (R&R) awards, Yearly salary appraisals, Accidental insurance coverage

Key Responsibilities:

Convert inbound leads into qualified sales opportunities, Generate outbound leads using initiative, creativity, and business acumen, Analyze prospects' requirements and suggest suitable offerings, Communicate Fingertips' value proposition clearly and effectively, Maintain accurate sales records and activity data in Salesforce CRM, Engage with clients via phone, email, video calls, and in-person interactions, Collaborate with sales, marketing, and delivery teams for smooth handovers, Provide regular feedback and reports to senior management.

Preferred Qualifications:

MBA / BBA / PGDM / BTech/ BCA/ MCA/ BSc-It or any graduate with a strong passion for sales. Freshers and recent graduates encouraged to apply.

Preferred Skills:

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Excellent communication (verbal and written), Strong negotiation and persuasion skills, Team player with a collaborative spirit, Quick learner and highly self-motivated, Attention to detail and ability to work under pressure.

Interview Process:

Round 1: Group Discussion, Round 2: Personal Interview with CEO 1, Round 3: Personal Interview with CEO 2

Application Deadline: Interested Candidates are advised to drop their resume in pdf format in following drive latest by Monday 21 July, 2025 by 1:00 PM (afternoon)

<https://drive.google.com/drive/u/1/folders/19uWlYH2yKfqfA2neafR0AarpMb-VLzH5>

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1. Departmental Coordinator
2. IQAC
3. For Circulation
4. Master File

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