

NOTICE

Internship Cum Placement – Recruit CRM

A profitable SaaS company headquartered in the US with Subsidiaries in Ireland, India & the UAE. In just the past 2 years, Recruit CRM has grown over 5X to over 150+ individuals across the globe, they are recognized as a leader in their industry. They are ranked #1 in their category by Gartner, a high 4.9/5 score on Capterra & G2, and numerous accolades for our outstanding customer support.

Discover more at www.recruitcrm.io.

Career path:

This is a career development program where Fresh graduates get to learn about the SaaS industry and learn to communicate with international clients in a professional environment. We nurture our interns to become professionals during their paid internships.

During this role, you start with the basics of directly interacting with our clients through Chat and video calls. During this internship, you get to understand the right career path for yourself with the help of your mentors and leaders to set your path to grow across our various departments.

Demonstrating stellar performance in your role can propel you to exciting career advancements within just 6 months of training completion and becoming a full-time employee. Here are some departments you could transition into:

- **Product Management:** Collaborate with customers and customer-facing teams to sculpt and refine our product, ensuring it stands out as the most user-friendly platform in the industry. It is a perfect fit for those with a flair for creativity.
- **Program Management:** Engage directly with our customers, understand their needs, Solve their problems with automation and channel those insights to our product management team to continue enhancing our platform—a role tailored for those with an analytical mindset.
- **Account Management:** Dive deep into client onboarding, engage with industry leaders, and tailor customer accounts to precisely meet their business needs. If you possess exemplary people skills, this role beckons.

Key Responsibilities:

- Learn our platform Recruit CRM and understand the recruitment business.
- Handle client queries via chat, email and video calls to gain experience.

- Understand and convey customer needs to the team.
- Solve user challenges, providing solutions or workarounds.
- Uphold communication guidelines and procedures.
- Build and nurture client relationships.
- Continuously strive for exceptional service delivery.

Training:

- **Structured Onboarding:** Undergo a structured 9 - months Internship and training program with mentorship during the last 6-8 months of college. Upon successful completion & college graduation, transition to a full-time role.

No. of openings: 10

Who Should Apply?

- Fresh graduates/post-graduates of 2024 in fields like B.Com, BA, BBA, M.Com, MA,MBA, or similar.
- English proficiency in both written and spoken communication is essential.
- Those with a basic understanding of the SaaS industry.
- Candidates with excellent communication, problem-solving, empathy, analytics,presentation, and documentation skills.

Compensation, Benefits and Work timing:

- Internship Stipend (3 months): INR 7,500/month working 21 hours per week.
- Training Stipend (6 months): INR 12,000/month working 42.5 hours per week.
- Post Training (Full-Time) Salary: INR 500,000 p.a. Base Salary + INR 100,000 Performance Pay (quarterly).
- Extra allowance for people working in US shifts (between 20 - 50% of your base pay depending on exact shift).
- Comprehensive benefits post the training period, including health insurance, paid leaves, and many more.
- After the initial 9-month training period where you will be doing our main Europe shift,you will be moved to one of our 5 core work shifts once you become a full-time employee:
 - Europe - Noon - 10 pm Monday - Friday
 - Asia Pacific - 6 am - 4 pm Monday - Friday
 - Half North America - 4 pm - 2 am Monday - Friday
 - Full North America - 8 pm - 6 am Monday - Friday
 - Middle East - 10 am - 8 pm Sunday - Thursday

Selection Process: (All Virtual)

1. Online Test (MCQ based)
2. Assignment
3. HR Round
4. Interview Round with Functional Leaders
5. Final Interview with the Founder

Location: Work remotely from anywhere in India.

**Students interested may also revert to Dr. Maulik Rathod (maulik.rathod@raiuniversity.edu)
Placement Coordinator, Rai School of Management Studies by **October 09, 2023****

**Rajesh Nair
Training & Placement
Corporate Resource Cell**