



Join Our Growing Team

CapitalVia Global Research Limited (Investment Advisor) is a pure play financial market research and consulting company. As a pioneer, we were the first one to introduce the term 'Investment Advisory Industry' in India and has been credited to be introducing the same as a prominent factor in Stock Trading. The company was founded in 2006 with the objective of offering unbiased technical analysis, for the trading community, by experienced professionals to create a conducive environment.

With real time data and research, we provide recommendations to customers in Equity, Commodity and Currency, using all digital platforms.

We have a team of highly qualified and experienced research analysts who are skilled and impeccable in their analysis. This expertise enables our clients to enhance revenue and create professional financial market traders across the world markets and offer value proposition to them.

Recognizing the industry performance, CapitalVia has been awarded with crowning achievements by Red Herring, Deloitte, ET Now and Franchise India in last 3 years. Currently, we are a strong entity with 800+ team size with over 100+ people in core Research.

Life @ CapitalVia

"There is no such thing as work/life balance. There is only life. Where ever you're breathing, that's your life"
See, what its like to be a part of the fastest growing company in financial market research.

CapitalVia distinguishes itself as a young and vibrant organization. Just as an organization needs the right pool of people to meet its vision, people need the right culture and environment to grow and realize their dreams. With this in mind, CapitalVia recognizes its employees as their biggest assets.

We are hiring for the position of "Client Acquisition Manager".

Accountability: Client Acquisition, Client Relationship management and Revenue Generation

Roles and Responsibilities:

- Effectively engaging with the clients & generating the set targeted revenue
- Analyzing, differentiating and converting clients from hot prospects
- Calling prospective clients and engaging with them to maximize sales
- Focusing on building long-term relationship with the clients
- Ensuring that the client information is maintained and updated in CRM
- Conducting market research & keeping up-to-date with market knowledge

Industry Awards So Far:



- Taking initiatives & prioritizing tasks effectively to deliver business results
- Ensuring high customer retention through customer service and relationship
- Escalating the burning issues at the right moment to the direct reporting manager

Number of vacancies: 50+ (Hiring will strictly depend on the quality of the candidates fulfilling our recruitment parameters).

Job location: Indore (MP)

Salary Offered:

CTC (Initial 3 months - Learning Period): INR 1.54 LPA + Incentives
CTC (4th Month Onwards): INR 3.03 LPA + Incentives
Average Incentives: INR 1.20 LPA

Educational Qualification: B.E. / B.Tech (All streams) - 2019 passing out batch.

Cut Off Criteria: Minimum 55% throughout X, XII, UG (With not more than 1 year gap between any of them).

Knowledge: • Strong Communication skills • Proficiency in using MS Office (Word, Excel, Power Point etc.) • Proficiency in local language (Should be well versed with English & Hindi)

Skills: • Excellent analytical skills • Negotiation Skills • Able to handle situations diplomatically • Aggressive and passionate at work • Able to work well in teams and drive the teams whenever needed • Should be self-motivated and able to motivate others • Good decision making ability • Adaptable to dynamic and fast paced work environment • Ability to handle stress • Willing to relocate

Gender: Male & Female

Service agreement: 1 year.

Joining:

Option 1 - Immediate. Leaves will be provided during final examination.
Option 2 - After the completion of their final examinations, tentatively from Jun/Jul'19 onwards.

Please note that any candidate applying or selected are not supposed to pay any amount/fees (in any form) to the company or our recruitment partners or any parties concerned at any stage (before, during or after) the recruitment process or joining.

Campus recruitment event organized & coordinated by NextGen Ventures