

Prof. Neelam Srivastava  
**Dean-Training & Placement**  
Electronics & Comm. Engineering  
Institute of Engg. & Tech.(IET) Lucknow



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**Ref:AKTU/CTPC/2025/1279**

**15 Nov, 2025**

To,

The Directors/Principals,  
Colleges affiliated/associated to Dr.APJ Abdul Kalam Technical University  
Lucknow, Uttar Pradesh

**Subject: Regarding “Fintech Global Center Pvt. Ltd.” hiring opportunity for MBA (Sales/Finance/Administration) preferably from 2024/2025 passed out/passing out batch for Gandhi Nagar, Gujrat Location**

Dear Sir/Ma'am,

Pleased to inform you that as part of hiring process for **MBA (Sales/Finance/Administration) students of 2024/2025 passed out/passing out Batch**, company “Fintech Global Center Pvt. Ltd” wish to invite the students of AKTU affiliated colleges for this drive. Please find invitation and link for the participation of students as per the details attached herewith in (Annexure- A). You are requested to kindly go through and encourage the students for registration latest by **17 Nov, 2025**.

**Registration Link:-** <https://forms.gle/BXT0C5VS3oLoev8p9>

If you have any concern, you are requested to feel free to write at [tnp.aktu@aktu.ac.in](mailto:tnp.aktu@aktu.ac.in)

Best Wishes,

(Neelam Srivastava)

Copyto:

- (1) Registrar, AKTU, Lucknow
- (2) Finance Officer, AKTU, Lucknow
- (3) Staff Officer to Hon' Vice Chancellor for kind information

(Neelam Srivastava)

Campus Placements 2025	
Job Notification Form	
COMPANY OVERVIEW	
Name of the Company	FINTECH GLOBAL CENTER PVT LTD
Website / Other source of Information	<a href="http://www.fintechglobal.center">www.fintechglobal.center</a>
Company Type	IT –Products and Services
Brief write-up on the Company (50 to 75 words)	Fintech Global Center is a cutting-edge technology firm that builds cloud-based financial trading infrastructure used across the globe. Our platforms have facilitated trillions of dollars in transactions across equity, FX, interest rate, credit, fixed income, and commodity markets.
JOB PROFILE	
Job Designation	Pre Sales and Customer Support
Job Description	<p>We are seeking a<b>Pre-sales, Customer Training, On boarding, and Support Representative</b> for a global customer base for a financial software as a service product, who learns fast, communicates clearly, and is confident in client-facing settings (video and in-person). You'll blend consultative selling with hands-on customer success—engaging prospects, running demos, helping close qualified deals, and ensuring smooth on boarding and ongoing training and adoption.</p> <p>This role is based in GIFT City, <b>Gandhi Nagar</b>; occasional international travel for client meetings or events may be required.</p> <p><b>Key Responsibilities</b>            Act as a trusted advisor in pre-sales: quickly absorb product/domain knowledge, uncover client needs, and propose tailored solutions with clear ROI.</p> <p>Deliver crisp presentations and product demos (remote and in-person) that translate features into business outcomes.</p> <ul style="list-style-type: none"> <li>• Help with the sales cycle: prospect, nurture, demo, and help close.</li> <li>• Provide post-sales support, including onboarding, training, issue resolution, and on-site implementation when needed, ensuring smooth product adoption.</li> <li>• Help customers<b>adopt and use the product effectively</b>, offering proactive resources, FAQs, and updates.</li> <li>• Address and resolve customer concerns promptly, building long-term trust and relationships.</li> <li>• Collaborate with internal teams (marketing, product, support) to deliver a seamless customer-centric</li> </ul>

	<p>experience.</p> <ul style="list-style-type: none"> <li>• Maintain up-to-date CRM records for leads, opportunities, activities, and support cases.</li> <li>• Be presentable and people-comfortable—confident on calls and in physical client meetings; represent the brand professionally.</li> <li>• Learn fast and adapt quickly to new information, products, and processes.</li> </ul> <p><b>Requirements</b></p> <ul style="list-style-type: none"> <li>• Fast learner with strong problem-solving skills; able to pick up products, workflows, and industry concepts quickly.</li> <li>• Excellent spoken and written communication; confident presenter with strong executive presence.</li> <li>• Professional and presentable—comfortable speaking with customers on calls and in person in an office/professional setting.</li> <li>• Ability to work some NY/London overlap hours from Gandhinagar</li> <li>• Efficient with online meeting/communication platforms, and MS Office, and CRM.</li> <li>• Customer-focused, and effective working both independently and collaboratively.</li> <li>• Experience in pre-sales, business development, customer success/support, or other client-facing roles, a plus.</li> </ul> <p><b>Preferred Qualifications &amp; Experience</b></p> <ul style="list-style-type: none"> <li>• Bachelor’s degree in <b>Business Administration, Finance, Commerce</b> or a related field.</li> <li>• MBA or Postgraduate qualification in <b>Finance, Sales, or Marketing</b> is a plus.</li> <li>• Excellent communication skills.</li> <li>• Experience with international customers or U.S.-based clients, a plus.</li> <li>• Background in financial markets, trading systems, investment platforms, SaaS, technology, a plus.</li> </ul> <p><b>What We Offer</b></p> <ul style="list-style-type: none"> <li>• Competitive salary plus performance-based incentives.</li> <li>• On-site/hybrid setup in GIFT City, Gandhinagar currently 3 days a week.</li> </ul>
Place of Posting	<b>Gandhi Nagar -Gujarat</b>
Key Responsibilities:	<ul style="list-style-type: none"> <li>• Act as a trusted advisor in pre-sales: quickly absorb product/domain knowledge, uncover client needs, and propose tailored solutions with clear ROI.</li> <li>• Deliver crisp presentations and product demos (remote and in-person) that translate features into business outcomes.</li> <li>• Help with the sales cycle: prospect, nurture, demo, and help close.</li> <li>• Provide post-sales support, including onboarding, training, issue resolution, and on-site implementation when needed, ensuring smooth product adoption.</li> <li>• Help customers <b>adopt and use the product effectively</b>, offering proactive resources, FAQs, and updates.</li> </ul>

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Type of Placement	Full-Time
<b>SALARY DETAILS</b>	
Cost to Company (CTC)	6-10 LPA
Training Period	On the Job Training
Salary / stipend paid during training	As per CTC
Bond or Service Contract (If Yes, give details)	N/A
<b>SELECTION PROCESS</b>	
Shortlist from Resumes	YES
Written Test (Technical / Aptitude)	NO
Group Discussion	NO
Personal Interview	YES
<b>Minimum Number of Offers You intend to make</b>	<b>3</b>
<b>Eligible Department and Program</b>	<b>MBA(Sales/Finance/Administration) would be preferable</b>
<b>Specific Eligibility requirement (Please mention)</b>	<ul style="list-style-type: none"> <li>• Master's degree in <b>Business Administration, Finance, Commerce</b> or a related field.</li> <li>• MBA or Postgraduate qualification in <b>Finance, Sales, or Marketing</b> is a plus.</li> <li>• Excellent communication skills.</li> </ul>
<b>Registration Process</b>	<a href="https://forms.gle/BXT0C5VS3oLoev8p9">https://forms.gle/BXT0C5VS3oLoev8p9</a>
<b>Date &amp; Time of the Drive</b>	<b>Online (Third week of November, 2025)</b>
<b>Venue</b>	<b>Google meet(Online)</b>
<b>Expected Joining (dd/mm/yyyy)</b>	<b>ASAP</b>