

Prof. Neelam Srivastava
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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/BXToC5VS3oLoev8p9>

If you have any concern, you are requested to feel free to write at tmp.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)

<h2 style="text-align: center;">Campus Placements 2025</h2>	
<h3 style="text-align: center;">Job Notification Form</h3>	
<h3 style="text-align: center;">COMPANY OVERVIEW</h3>	
Name of the Company	FINTECH GLOBAL CENTER PVT LTD
Website / Other source of Information	www.fintechglobal.center
Company Type	IT –Products and Services
Brief write-up on the Company (50 to 75 words)	<p>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.</p>
<h3 style="text-align: center;">JOB PROFILE</h3>	
Job Designation	<p>Pre Sales and Customer Support</p> <p>We are seeking a Pre-sales, Customer Training, On boarding, and Support Representative 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, Gandhi Nagar; occasional international travel for client meetings or events may be required.</p> <p>Key Responsibilities</p> <p>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"> • Help with the sales cycle: prospect, nurture, demo, and help close. • Provide post-sales support, including onboarding, training, issue resolution, and on-site implementation when needed, ensuring smooth product adoption. • Help customers adopt and use the product effectively, offering proactive resources, FAQs, and updates. • Address and resolve customer concerns promptly, building long-term trust and relationships. • Collaborate with internal teams (marketing, product, support) to deliver a seamless customer-centric
Job Description	

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

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Type of Placement	Full-Time
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SALARY DETAILS

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

SELECTION PROCESS

Shortlist from Resumes	YES
Written Test (Technical / Aptitude)	NO
Group Discussion	NO
Personal Interview	YES
Minimum Number of Offers You intend to make	3
Eligible Department and Program	MBA(Sales/Finance/Administration) would be preferable
Specific Eligibility requirement (Please mention)	<ul style="list-style-type: none"> • Master's degree in Business Administration, Finance, Commerce or a related field. • MBA or Postgraduate qualification in Finance, Sales, or Marketing is a plus. • Excellent communication skills.
Registration Process	https://forms.gle/BXToC5VS3oLoev8p9
Date & Time of the Drive	Online (Third week of November, 2025)
Venue	Google meet(Online)
Expected Joining (dd/mm/yyyy)	ASAP