



About Keka

Keka has been a silent revolution in the making from our launch 7 years ago. Our steadfast focus on building an employee-centric HR platform was well received by more than 3500 businesses across India and the world. Today we are India's #1 platform in the segment with the greatest number of new customers adopting the platform. All with zero advertising spend and pure customer love. We are an organization built by our employees. The passion and the extreme ownership that our people bring to the table are contagious. We don't hide and we aren't afraid to ask for help. When we fail, we learn, adapt, and do better in the future. This open culture encourages our people to innovate, regardless of their function and across departmental boundaries.

We're looking for a result-driven SDR to actively seek new business opportunities, and engage and build relationships with potential customers. You will provide complete and appropriate solutions/options for every potential customer to boost top-line revenue growth, customer acquisition levels, and profitability.

Responsibilities – Sales Account Management (Intern)

1. Work with Account Management team in developing and implementing sales plans & strategies to mine incremental revenue from existing customers.
2. Position Keka effectively to win additional revenue from existing customers through strategic business expansion and renewals.
3. Collaborate with customer success teams to deliver committed results for our customers and in turn and make them experience the awesomeness Keka always promised.
4. Build strong relationships with customers so that they can propagate their Keka success with other prospects.
5. Stay abreast of latest HR Tech trends, engage in solutioning client's HR technology needs through new modules and deepen client relationships.
6. Be a leader at industry events/conferences by actively networking and evangelizing the Keka value proposition.
7. Be a trusted advisor to customer CXOs and define Human Capital roadmap for the organization.

Requirements

1. Knowledge of Upselling & Cross-selling.
2. Clear, concise, and effective written and oral communication skills.
3. Empathy towards customers and understanding their needs.
4. Interest, curiosity, and openness to learning modern technologies.
5. Basic knowledge of tools like LinkedIn Sales Navigator, DiscovererORG, ZoomInfo, etc.
6. Good interpersonal skills and ability to collaborate with internal stakeholders as well as end customers.



7. Learning mindset and the right attitude that will help you thrive and adapt in a fast-paced,
8. performance-driven environment.
9. Ability to handle rejections and stay focused and driven.
10. Ability to multi-task and manage your tasks effectively.
11. Flexibility working in different shifts/regions. This is mandatory.
12. Stipend (Internship duration) – **15k**
13. Selected candidates will have to go through **6 months – 12 months** of internship and post successful internship he/she will be absorbed as a full-time employee for CTC of **upto 6 LPA**.
14. Bond: The candidates need to sign a **Service Agreement** for **18 Months** after they join us as Full-Time Employees (After the completion of Internship /Probation Period)
15. Location – Offline Hyderabad.