



Naac Reaccredited by 'A' Grade

Dr. Babasaheb Ambedkar Marathwada University, Aurangabad.
Training and Placement Cell

Date: - 1 Feb. 2017

NOTICE OF CAMPUS INTERVIEW

All Students are hereby informed to attend Campus Interview by eClerx Services Ltd., Pune on 7th Feb. 2017

Details of Campus Interview

Name of Company	:	eClerx Services Ltd.
Job Location	:	Pune
Job Description	:	Analyst (details are attached with separate sheet)
Salary	:	2.20 Lakh per year (details are displayed on separate sheet)
Eligibility Criteria	:	Final year Appearing OR Passed out B.Com, M.Com, B.B.A., M.B.A. are preferred. But any Graduate or Post Graduate Interested in Commerce & Financial services can attend the Drive. (Details are mentioned on separate sheet)
Date	:	7 Feb. 2017
Time	:	10 AM (Sharp)
Venue	:	MBA Department, Dr. Babasaheb Ambedkar Marathwada University, Aurangabad.

All interested students are informed to visit www.bamu.ac.in and register your name under Training and Placement Cell Link given on front page of University website.

Feel free to call on 0240-2400057 at Placement Cell, Dr. BAMU for any further clarification.

Dr. Girish kale,
Placement Officer
Dr. Babasaheb Ambedkar
Marathwada University,
Aurangabad.



eClerx Services Limited

Designation	Analyst
Location	Pune
Vertical	Financial Services
Job Type	Full-time
Shift Details	Rotational
Reporting Manager	Associate Process Manager ++
Work Experience	0-2 Years
Qualification	Any Graduate / Post Graduate

Job Description:

Perform inter-system reconciliation, track funds and make sure they are applied to appropriate transactions

Liaising with agents/counterparties/clients to solve queries and discrepancies related to the process

Timely escalating outstanding issues to Client

Handling different stages of life cycles of financial products

These stages can be-KYC, reference data management, legal docs, loans, portfolio reconciliation, document capture, system reconciliation, pre and post settlements, brokerage functions, drafting, confirmations of trade, corporate actions, tax operations

Preparing internal and client reports as per process requirements

Essential Skill Set Required

Eye for detail and managing tight deadlines

Basic knowledge of finance

Basic knowledge of MS office

Good team player with analytical skills and high energy levels

Professional in conduct/behavior, appearance, and communication

About eClerx Services Ltd

eClerx provides critical business operations services to more than 50 global Fortune 500 clients, including many of the world's leading financial services firms, online retail and distributors, interactive media and entertainment, high tech and industrial manufacturing, travel and leisure, and software vendors, through operational support, data management

and analytics solutions. Incorporated in 2000, eClerx is India's first and only publicly listed knowledge processing (KPO) company and is today traded on both the Bombay and National Stock Exchanges of India.

eClerx was ranked as one of Forbes Asia's 200 Best Under a Billion List and named as finalist in Teleos' Most Admired Knowledge Enterprise award. eClerx employs over 6,500 employees across its six Indian delivery centers offices in Mumbai, Pune and Chandigarh plus global client relationship locations in New York, London, Silicon Valley, Austin, Dublin and Singapore. For more information, please visit www.eclerx.com.

eClerx through its Financial Services Vertical supports diversified financial services firms with a wide array of services across middle and back office, reference data management, finance and accounting, client and investor services, risk management and reporting. Services include Financial Risk Control, Asset Management and Ancillary Services.



Salary annexure - Financial Analyst

Total Compensation per month	15,100
Location	Mumbai / Pune

SALARY OFFER BREAK-UP	Amount (INR)
Basic Pay	7,550
Conveyance Allowance	1,600
Medical Allowance	1,250
Other Allowance	3,082
Monthly Fixed Compensation	13,482
Retiral Fund	1,618
Monthly Total Compensation	15,100
Annual Total Compensation	181,200
Performance Bonus (Upto)	36,240
Cost To Company	217,440
Gratuity	4,358
Total Cost To Company	221,798

Gross : 15,100/-, Net take home : 13,500/-






Corporate Presentation



Data. Domain. Delivery



-  **Company Overview**
-  **Service Offerings**
-  **eClerx Differentiators**
-  **Financial Highlights**

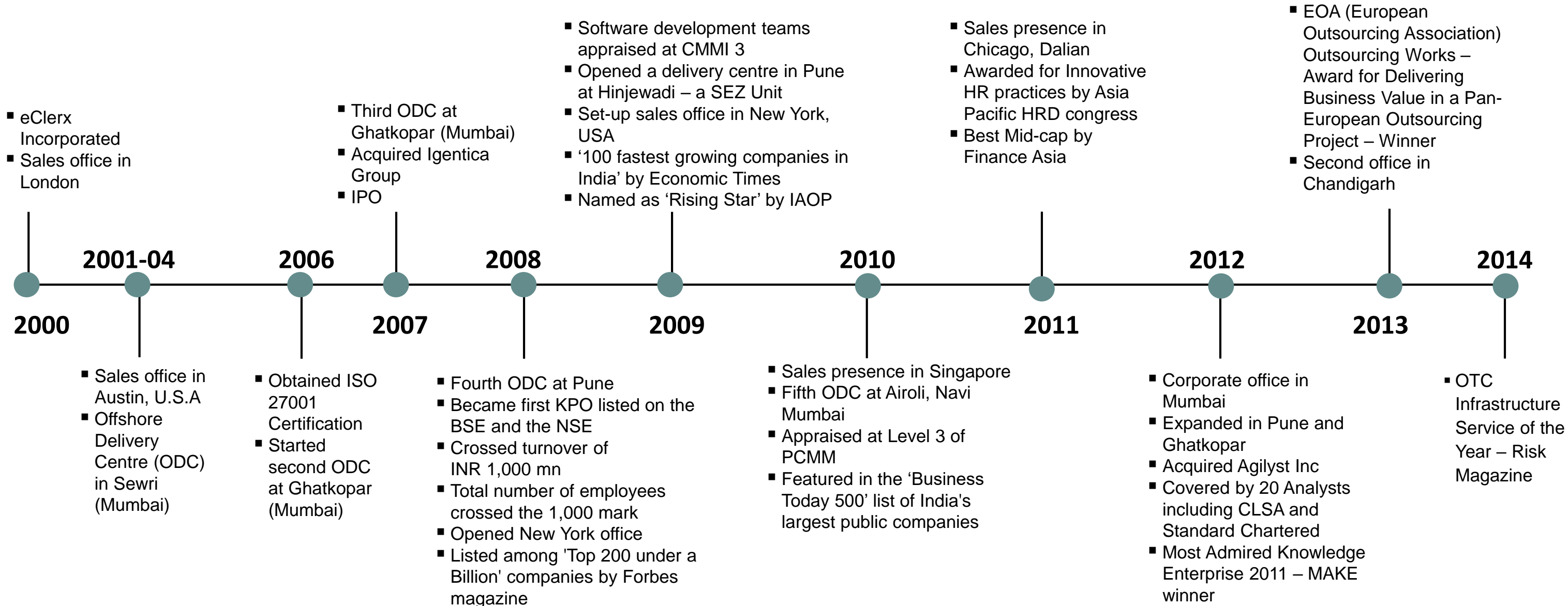
A Leading KPO

- **Knowledge Process Outsourcer (KPO) servicing Capital Markets and Sales and Marketing Organizations**
 - Core and critical data-based process support
 - 70+ enterprise customers, of which 35+ Fortune / FT 500
 - Three verticals – Financial Services, Sales and Marketing Services, and Cable and Telco Services
- **India's first and only publicly-listed KPO**
 - USD 129mm revenue run rate, about 8,500+ employees
- **Awards and Accolades**
 - Won the OTC Infrastructure Service of the Year – Risk Magazine
 - Winner – NOA (National Outsourcing Association) International Contract of the Year
 - 2012 Asian and Indian Most Admired Knowledge Enterprises (MAKE) Winner
 - Winner – EOA (European Outsourcing Association) Outsourcing Works – Award for Delivering Business Value in a Pan-European Outsourcing Project
 - Global Services 100 list, 3rd time in a row – Leading Mid-tier BPO Providers & Global Knowledge Process Leaders list; Winner – “Best Exporter – Services (Medium)” category at the ECGC – D&B Indian Exporters’ Excellence Awards 2012

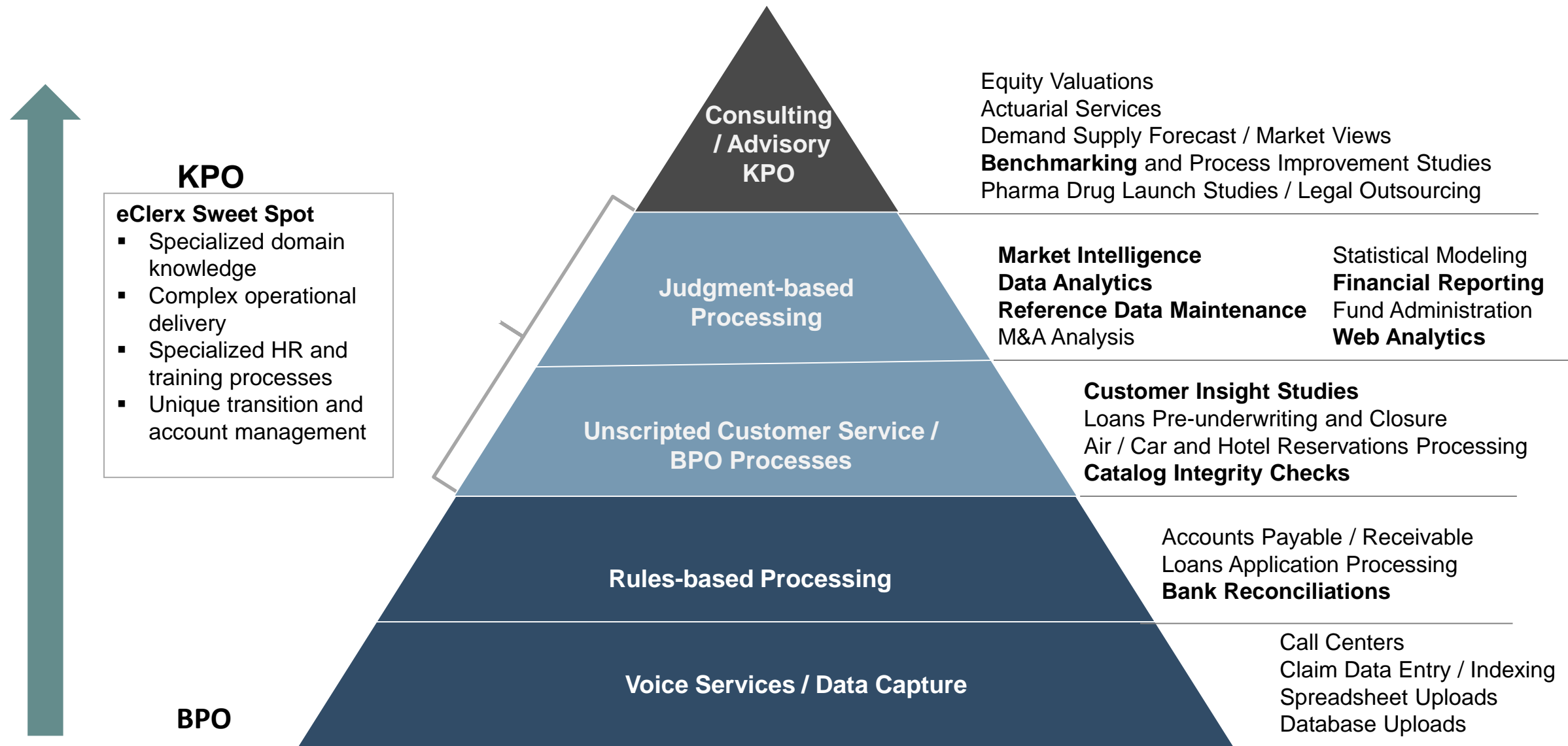
Industry Specialized, Complex and Core Services

- **We manage core, domain intensive business processes of our customers**
 - Services require high contextual understanding of customer business and industry
 - Processes are discrete and complex, and subject to dynamic market changes
 - Low threshold for error, high cost of error
 - Substantially more complex portfolio of services than a typical BPO
- **Our specialization: Running large portfolios of small complex processes**
 - Today we manage over 500 processes ranging from 2-35 FTE, across shift and locations
 - Process design and embedded technology element key to scaling
- **Our management team comes from client industries, and is based in customer markets**
 - We work closely with clients to set our own business strategy and priorities
 - This keeps our services relevant in dynamic industry landscapes – staying ‘ahead of the curve’
- **We provide similar services across multiple customers**
 - Allows best practices development and application, and helps consolidate industry specialist positioning
 - Differentiates substantially from captive offerings

Continuously expanding our presence



Skill and Scale – A Great Combination



Transaction Intensive
 Judgment Intensive
 Strategic



Company Overview



Service Offerings



eClerx Differentiators



Financial Highlights

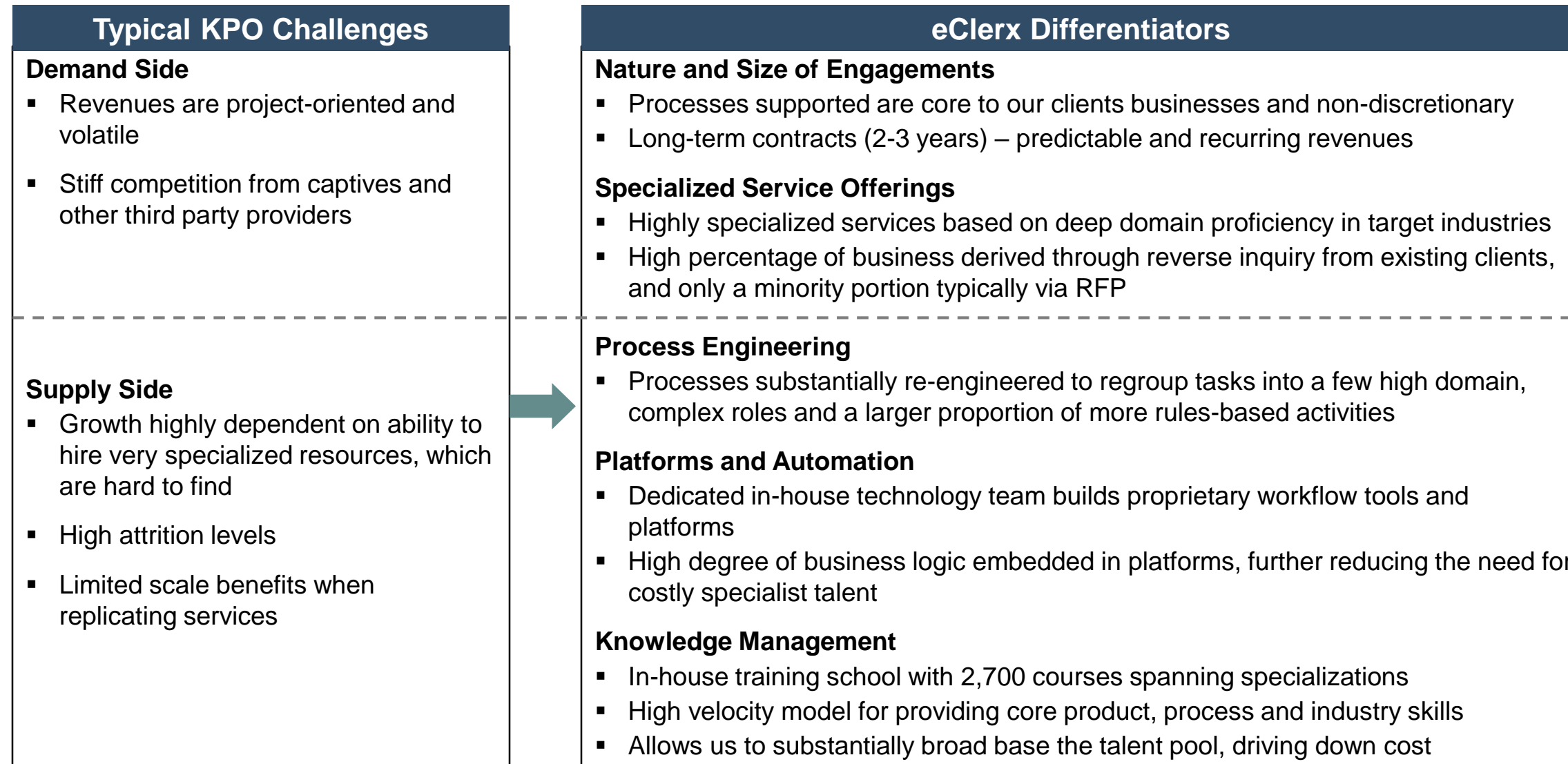
Our Service Lines



Financial Services	<ul style="list-style-type: none">• This division's clients include a number of the world's pre-eminent commercial banks, investment banks and money managers• Services to support financial transactions from trade closing through to settlement, clearing and exposure management• Reference data and risk management services, as well as financial control, accounting and reporting services• Consulting services related to efficiency, risk reduction and regulatory compliance
Sales and Marketing Services	<ul style="list-style-type: none">• This division's clients include leading Fortune 500 and Internet Retail 500 manufacturing, retail, travel and media companies• Specializes in supporting digital activities through content development, online performance optimization and customer experience management• Operational, reporting and analytics outsourcing solutions for sales and marketing managers managing online operations and marketing campaigns• Tailored process support for online operations, data management, reporting and business insights, pricing operations and quality compliance
Cable and Telco Services	<ul style="list-style-type: none">• Specialist outsourced back office operations and analytics, serving the Broadband, Cable & Telco industry• Strong foothold in US cable industry to leading US providers of broadband, entertainment, and communications products and services• Services include critical error identification, customer experience analysis & end user support for a diversified clientele of large Fortune 100 clients

eClerx supports core and critical high domain activities for clients

-  Company Overview
-  Service Offerings
-  eClerx Differentiators
-  Financial Highlights



Our Delivery Framework



<p>People and Knowledge Management</p>	<ul style="list-style-type: none"> • Focus on developing tacit institutional knowledge <ul style="list-style-type: none"> ▪ Tacit product + industry knowledge and specific process training development ▪ 2,700+ training courses and tests covering products, process, systems, soft skills; instruction checklists ▪ Manager training focused on 'connecting the dots' • PCMM Level 3 processes reduce 'people-dependence'; improves quality and speed of transitions <ul style="list-style-type: none"> ▪ Reduces time to effectiveness of new employees hence mitigates attrition impact ▪ Allows cross-training and reduces reliance on individual superstars; effectively broadens hiring pool ▪ At transition, focus on documenting specific process steps, internal training provides critical background
<p>Process Design and Automation</p>	<ul style="list-style-type: none"> • CMMI Level 3 certified technology development team critical enabler to process improvement <ul style="list-style-type: none"> ▪ Process step simplification + embedding of business logic into tools and checklists; reduces expert need ▪ Manifests in applications such as workflow, reconciliation, dashboards tools • Team provides business analysis support to client technology teams <ul style="list-style-type: none"> ▪ Help clients systematically improve applications using our metrics as diagnostics ▪ Some applications deployed by clients to dramatically streamline processes e.g. reconciliation engines
<p>Quality, Governance and Risk Management</p>	<ul style="list-style-type: none"> • Six Sigma-based quality initiatives <ul style="list-style-type: none"> ▪ BPI – employee generated process improvements, BPI forum / QPI – quality audit (conducted by central team) • Governance structure <ul style="list-style-type: none"> ▪ Onshore engagement for relationship governance; MBR / QBR identify process improvement opportunities • Risk assessment framework <ul style="list-style-type: none"> ▪ Daily issue logging and management broadcast of program health; FMEA risk assessments
<p>Highly Resilient, Secure and Flexible Delivery</p>	<ul style="list-style-type: none"> • ISO 27001 certified for information security <ul style="list-style-type: none"> ▪ IS governance and polices continually benchmarked to industry best practices • Operating window spans EMEA, US and Asia-Pacific due to the nature of our clients' business • BCP managed by simultaneous delivery across four facilities and two cities



Company Overview



Service Offerings

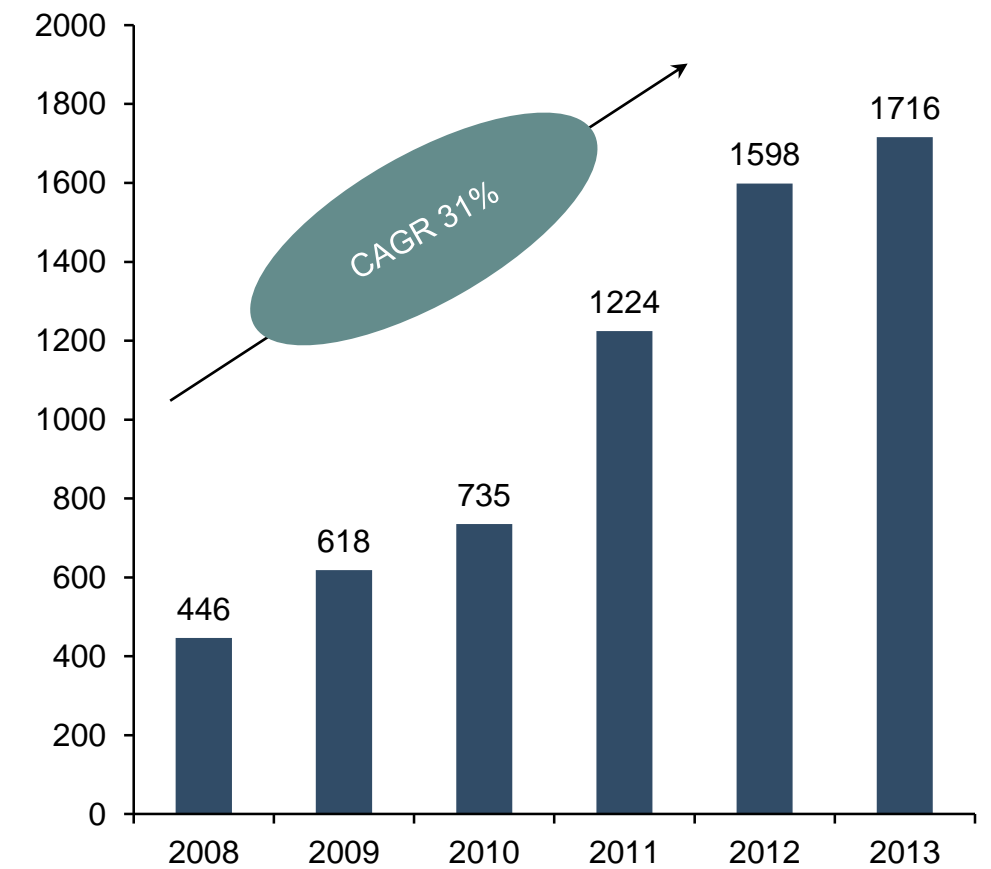
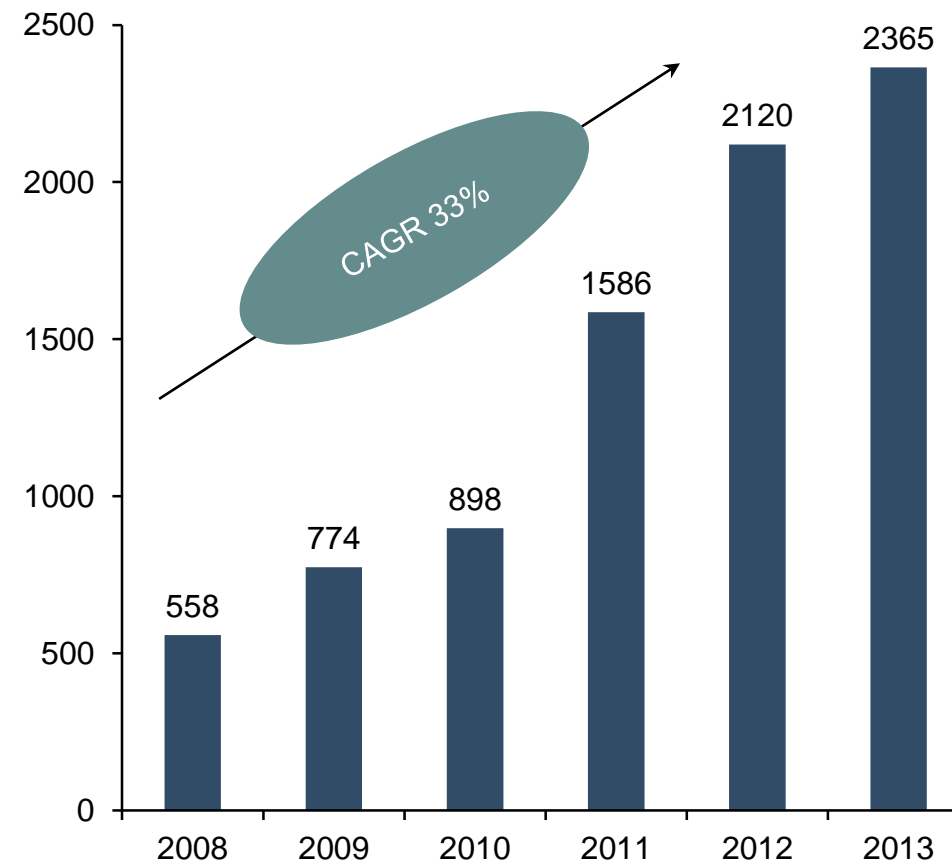
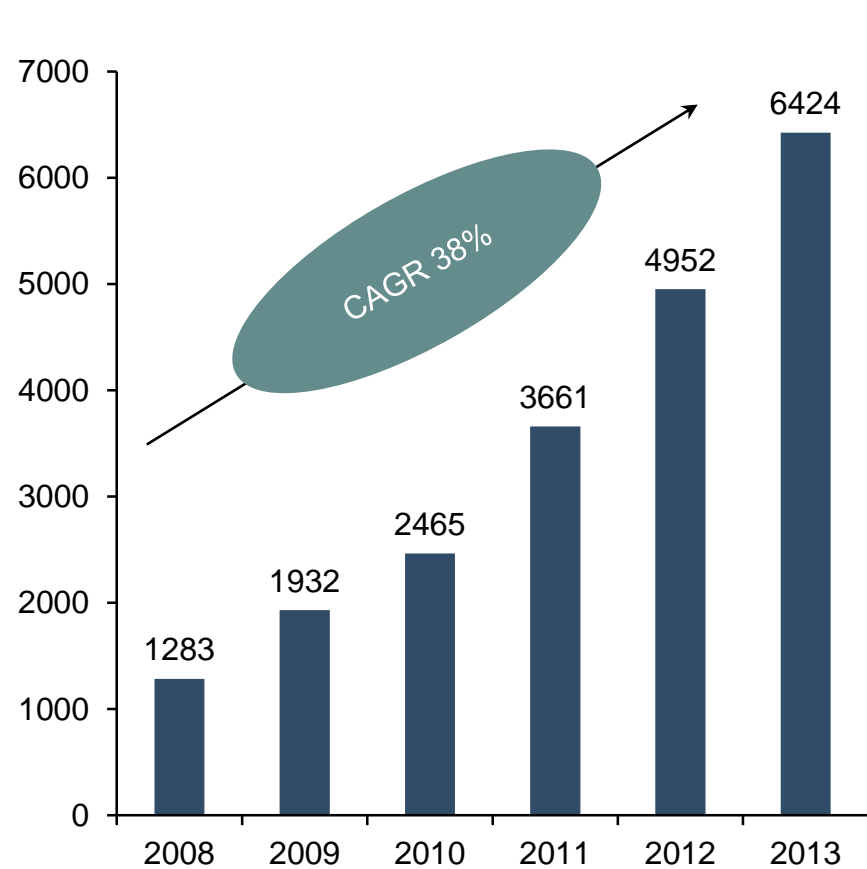


eClerx Differentiators



Financial Highlights

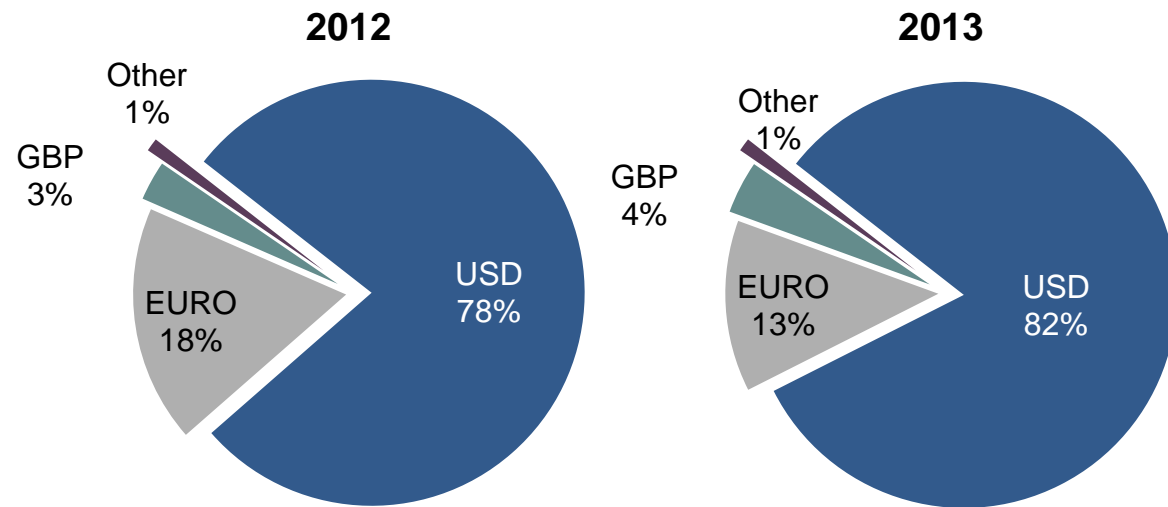
Financial Highlights



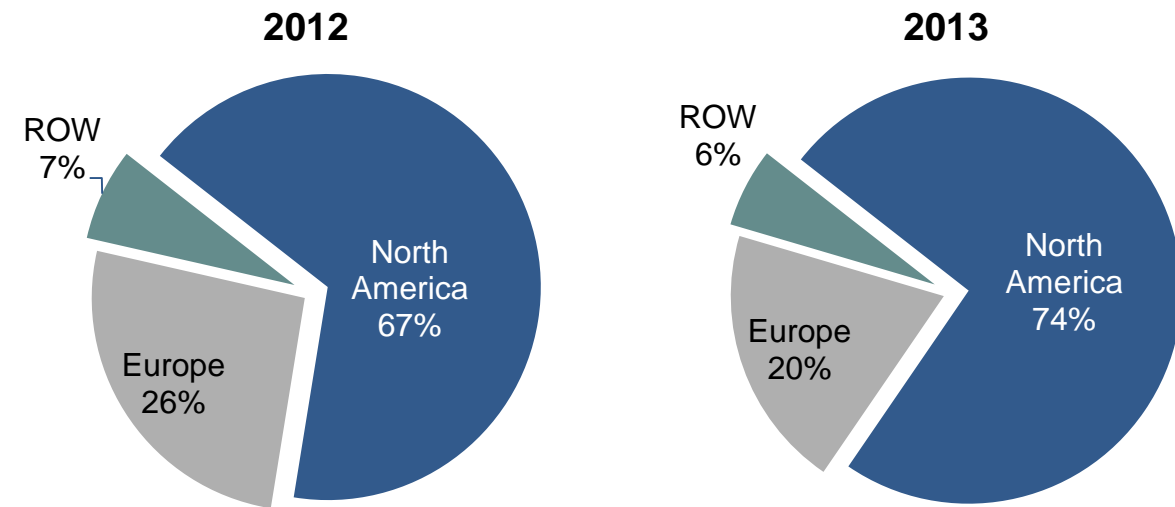
- Consistent growth in revenues and profits
- Industry leading operating and net margins
- Clean, highly liquid and debt free balance sheet – total cash and cash equivalents of INR 2,211 mn

Consistent growth with industry leading margins

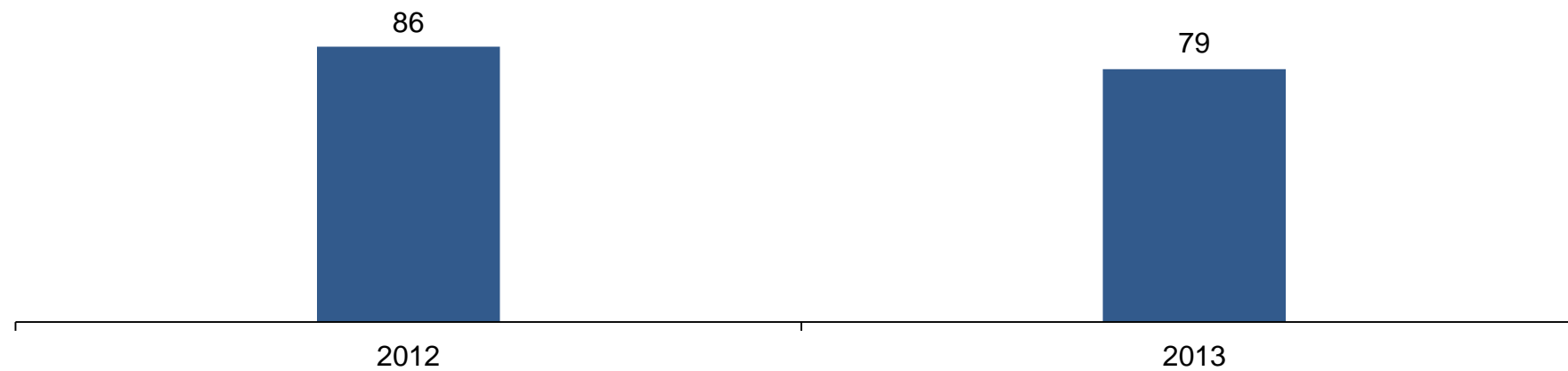
Currency Mix



Geographic Mix



Top 5 Client Contribution



Steady revenue quality across all risk parameters

- One among the largest third party KPO focused firms in India
- Highly specialized services based on deep domain proficiency in target industries
- Deep and diversified relationships with highly referenceable blue chip client base
- High revenue visibility – annuity model with long term contracts
- 13 years of proven track record in delivering core and critical services
- Demonstrated ability to integrate domain knowledge, process engineering, automation and information security practices to deliver high value processes most cost effectively
- History of consistent growth with industry leading margins
- Liquid and debt free balance sheet



Winner of the **OTC Infrastructure Initiative Award** – CSA Scrub Solution by Risk Magazine



Listed in the **Top 100 Best Outsourcing Providers** list – Global Services 100

Highest Export under **IT Enabled Services (SME)** Chandigarh 2012-13 by **STPI**



Won the **NOA International Contract of the Year** award – Global Reference Data Operations



Won the EOA (European Outsourcing Association) **Outsourcing Works – Award for Delivering Business Value in a Pan-European Outsourcing Project**



Recognized in the 2013 IAOP Global Outsourcing 100 ranking and included in their **'Best 10 Companies – Marketing Services'** and the **'Best 20 Companies – Financial Management Services'** sub-lists



Won the award for **'Leveraging IT for Business Performance'** at the **Best CIO** awards



Runner Up at **Qimpro** in the **'Service Improvement'** category



eClerx won the **'Use of Technology for Operations Excellence'** award at the **BPO Excellence** awards



डॉ. बाबासाहेब आंबेडकर मराठवाडा विद्यापीठ, औरंगाबाद. ट्रेनिंग व प्लेसमेंट सेल

दि. ७ फेब्रुवारी रोजी इ-क्लर्क्स कंपनीचे विद्यापीठात कॅम्पस इंटरव्यू

डॉ. बाबासाहेब आंबेडकर मराठवाडा विद्यापीठाच्या ट्रेनिंग व प्लेसमेंट सेलतर्फे इ-क्लर्क्स या पुणे येथील नामांकित कंपनीला कॅम्पस इंटरव्यू घेण्यासाठी व मराठवाड्यातील विद्यार्थ्यांना नौकरीच्या संधी उपलब्ध करून देण्यासाठी आमंत्रित करण्यात आले आहे.

दि. ७ फेब्रुवारी २०१७ रोजी विद्यापीठाच्या एम.बी.ए. विभागात सकाळी ठीक १० वाजता कंपनीचे अधिकारी कामाचे स्वरूप, पगार, कामाचे ठिकाण इ. संदर्भात प्रेझेंटेशन देणार आहेत व ठीक १०.३० वाजता मुलाखतीस सुरुवात होईल.

बी.कॉम, एम.कॉम, बी.बी.ए., एम.बी.ए. च्या शेवटच्या वर्षात शिकत असलेले तसेच शिक्षण पूर्ण झालेल्या विद्यार्थ्यांना प्राधान्य देण्यात येणार असले तरी ज्या विद्यार्थ्यांना कॉमर्स व फायनान्स क्षेत्राची आवड आहे अशा इतर विद्यार्थ्यांनाही या संधीचा लाभ घेता येणार असल्याचे विद्यापीठाचे प्लेसमेंट ऑफिसर डॉ. गिरीश काळे यांनी सांगितले आहे.

अधिक माहितीसाठी विद्यार्थ्यांनी विद्यापीठाच्या वेबसाईटवर जाऊन ट्रेनिंग व प्लेसमेंट सेल च्या लिंकवर आपले नाव नोंदवावे. व अधिकाधिक संख्येने उपस्थित राहून संधीचा फायदा घ्यावा असे आवाहन डॉ. गिरीश काळे यांनी केले आहे.

डॉ. गिरीश काळे
प्लेसमेंट अधिकारी