

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT
PLACEMENT DRIVE: LIDO
(POOL CAMPUS WITH RVS CET)

Notice

No.

: _____

Date : 12-02-2020

COMPANY PROFILE SUMMARY

LIDO is an ed-tech company revolutionizing the formal classroom education through a unique and immersive online classroom for every child in India. With our exciting and fun online classes for our students, we are building the Lido experience: cutting edge content like animated videos and interactive games, a personalized platform for homework, tests, challenges, and inspiring teachers.

LIDO Learning: <https://www.lidolearning.com/>

NAME OF ORGANIZATION : LIDO

JOB TITLE : Business Developer

JOB TYPE : Full Time

LOCATIO : Pan India

ELIGIBILITY CRITERIA : BBA/B.Com/BA

PROFILE

The candidate will assist students and parents across India through a consultative sales model via both tele and field sales. Coordination with the marketing, and technology teams will be required to leverage branding, partnerships, and software to help drive growth and conversions.

SKILLSET:

1. Interest in consultative sales and business development.
2. Tonnes of energy, initiative, and passion for startup life.
3. Good verbal and written communication skills.
4. Strong sense of personal leadership and ability to function independently.
5. You must be articulate, organized, detail-oriented, and tech-savvy.

RESPONSIBILITIES

1. Identify and develop strategic relationships with potential customers
2. Assist in the development of a strong pipeline of new customers through direct or indirect customer contact and prospecting
3. Ongoing monitoring and analysis of pipeline to review performance & optimize accordingly to ensure objectives are met
4. Maintaining strong follow-ups and regular feedback calls
5. Update and create tailored client proposals

SALARY PACKAGE OFFERED

RS 3.6 LPA (Fixed) + 2 Variable - During Internship (6 months)

RS 7 LPA(Fixed)+ 3 Variable- Post Internship

PROCESS OF REGISTRATION

- E - MAIL YOUR NOMINATION TO placements@arkajainuniversity.ac.in
- THE SUBJECT LINE OF YOUR MAIL MUST BE MENTIONED AS "LIDO".

- RESUME MUST BE IN THE STANDARD FORMAT - MS WORD FILE. RESUME FILE NAME MUST BE STUDENT'S OWN NAME
- RESUMES IN ANY OTHER FORMAT WILL BE REJECTED.
- THE LAST DATE TO SUBMIT RESUME IS 12th February 2020 by 6 pm.

Sd/-

A handwritten signature in black ink, appearing to read "Heinrich", written over a horizontal line.

HEAD - TRAINING & PLACEMENTS