

**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**

**PLACEMENT OPPORTUNITY: LENSKART**

**NOTICE NO.: AJU/T&P/UG/0007/20-21**

**DATE: 17/11/2020**

**COMPANY NAME:** Lenskart Solutions Pvt Ltd.

**COMPANY PROFILE:**

**Lenskart's** mission is to give India a vision & is India's fastest growing eyewear company and largest eyewear company online. Lenskart's products range from prescription eyewear, branded contact lenses and sunglasses, all equipped with the customers' eye power. **With a growing chain of offline stores in all cities in India, and its unique Home Eye Check-up service which takes expert optometrists to customers' homes/office for an eye test, Lenskart has done what no one could till now.**

**Job Title – Retail Sales Associate**

**Reporting to – Store Manager**

**ABOUT THE ROLE:**

A Sales Associate is responsible for providing the best customer experience in the stores by providing high standards of selling services to customers. He/she plays a key role in driving the revenue achieved by the store.

**SALARY OFFERED:** Upto INR 2.8 Lac Per Annum

**ELIGIBLE COURSES:** [BBA / BCOM / BCA / BA] ; Passing out Year 2021

**ELIGIBLE GENDER:** Male / Female

**WORK LOCATION:** PAN INDIA

**ROLE DETAILS:**

Area	Activities expected to be performed by a Lenskart Sales Associate
<b>Customer focus:</b> <b>Driving Net</b> <b>Promoter Score</b>	<ul style="list-style-type: none"> <li>✓ Greeting and welcoming all walk-in customers and guiding them toward the clinic to promote the free eye check-up</li> <li>✓ Being involved in stocktakes, maintaining sales floor standards, and other day-to-day tasks to deliver the best shopping experience to the customers</li> <li>✓ Understanding the POS system to ensure that the transactions are processed effectively</li> <li>✓ Being dedicated to customer satisfaction and resolving any concerns that the customer has</li> </ul>
<b>Product recommendation</b>	<ul style="list-style-type: none"> <li>✓ Presenting the customer with an optimal selection of products based on customer preferences</li> <li>✓ Understanding the unstated needs of the customer, asking relevant questions, and</li> </ul>

	picking the right time to pitch the recommended solutions
<b>Achieving Sales Vs. Plan &amp; SOP adherence</b>	<ul style="list-style-type: none"> <li>✓ Achieving the assigned target for sales, eye-test conversion, returns; and following all SOPs</li> <li>✓ Post making the sale, coordinating with the customer for product pick-up, after receiving due communication from the warehouse.</li> <li>✓ In case of returns, he/she is expected to understand the reason and try to resolve the same to control the return percentage.</li> </ul>
<b>Store Upkeep &amp; Maintenance</b>	<ul style="list-style-type: none"> <li>✓ Maintaining the store as per Lenskart standards, cleaning the frames and other equipment</li> <li>✓ regularly, and ensuring there is no deviation as per the SOP</li> <li>✓ Ensuring the security of all Lenskart equipment and that there is no shortage of stock units or damage in the store</li> </ul>

**PERSONAL ATTRIBUTES & COMPETENCIES:**

- ✓ Ability to build rapport and trusting relationships
- ✓ Ability to understand unstated needs of the customer and offer solutions
- ✓ Clear communication and active listening skills
- ✓ Ability to adapt to changing environment and openness to learn
- ✓ Proactive task ownership, result-orientation, and customer-orientation
- ✓ Ability to multitask and organize activities based on priority

**JOB REQUIREMENTS:**

1. Fluency in English and Hindi, ability and willingness to deliver in a high pressure environment.
2. Excellent communication, interpersonal, problem-solving, presentation, and organizational skills.
3. Ability to counsel a parent for the child's future.
4. Comfortable with changing shift timings so that we may serve our customers better.
5. Working knowledge of spreadsheets (Excel, Google Sheets) and PowerPoint.
6. Working Knowledge on Salesforce (Desired but not mandatory).

**SELECTION PROCESS:**

1. Pre-Placement Talk – Online Test
2. HR Round & Business Round
3. Slots and Details will be mentioned beforehand
4. Selection through Virtual Campus Drive (Details will be shared beforehand)

**PROCESS OF REGISTRATION:**

1. Interested students need to click on the below link or copy/paste the link on Google Chrome (or any other Web Browser) to fill all their details in the provided Google form and should submit to register successfully.

<https://forms.gle/JvFfawLDp3fj2J5x9>

2. Please note that only those students who successfully submit their details will be applicable further.
3. The form can be submitted only once, thus please be cautious while filling up the form.
4. The Resume File name should be student's own name.
5. Registration deadline for Nomination is till **11:00 AM, 19<sup>th</sup> November 2020**.
6. One student can Register only once, thus be cautious while registering.
7. Please Note: The Registration process will automatically turn off after the provided deadline.

Sd/-

A handwritten signature in black ink, appearing to read "H. K. Sankar", is written on a light-colored rectangular background.

**HEAD – TRAINING & PLACEMENTS**

Disclaimer: The information mentioned above is as shared by the employer. The institution will not be responsible for any deviation.