

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT DRIVE: LIDO LEARNING

Notice No.: AJU/T&P/PG/0018/20-21

Date: 06/02/2021

COMPANY PROFILE:

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

WEBSITE: <https://www.lidolearning.com>

PROFILE: **Business Development Trainee**

REMUNERATION OFFERED:

INR 3.6 LPA (Fixed) + Incentives - During Internship (The duration of Internship Period will be 180 Days after which your performance will be reviewed and if found suitable, you will be given a permanent position in the organization.)

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

JOB LOCATION: **Noida & Bangalore;** During Initial 10 Days of Period it would be Online/Remote

JOB RESPONSIBILITIES:

- Daily connecting with prospect leads over call
- Booking personal appointments to convert leads into admission with highest conversion ratio
- Update accurate details for lead in system
- Effectively manage sales process by qualifying leads, understanding customer needs,
- product selling, convincing and closing sales
- Maintain strong follow-up
- Work as individual contributor to achieve targets
- Generate continuous revenue

SKILLS AND COMPETENCIES:

- Communication
- Persuasion
- Time Management
- Upselling
- Data Analysis
- Patience
- Lead Conversion
- Building Rapport

- Presentation Skills

ELIGIBILITY CRITERIA:

01. MBA; Passing Year 2021

02. Both Male & Female can apply
03. Excellent English communication skills and should be enthusiastic
04. Energetic, confident, ethical personality with go-getter attitude
05. Interest in consultative sales and business development with number driven approach
06. Good convincing ability
07. Excellent communication and pitching skills
08. Clear understanding of sales process for selling educational courses
09. Identify sales challenges and come up with solutions
10. Should be Tech savvy and possess sound knowledge and experience of working on Salesforce
11. Be comfortable working in a dynamic and evolving environment
12. Ability to handle high pressure and deliver quality
13. Maturity to handle rejections

TENTATIVE DATE OF JOINING: Immediate (23rd February 2021)

TENTATIVE DATE OF INTERVIEW: 09.02.2021 (Tuesday)

SELECTION PROCESS:

- 1. Online Test**
- 2. Online Group Discussion Round**
- 3. Online Personal Interview**

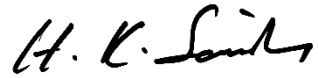
PROCESS OF REGISTRATION:

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/oVM2Cz5Twn8QPv9k8>

2. Please note that it is mandatory to submit the above form to nominate successfully.
3. The form can be submitted only once, thus please be cautious while filling up the form.
4. The Resume File name must be student's own name.
5. Registration deadline for Nomination is till 05:00 pm, 7th February 2021.
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', written in a cursive style.

HEAD – TRAINING & PLACEMENTS

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