

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ LENSkart

NOTICE NO.: AJU/T&P/UG/0066/21-22

DATE: 11-03-2022

NAME OF COMPANY: Lenskart Solutions Pvt. Ltd.

PAYROLL COMPANY NAME: Lenskart Solutions Pvt. Ltd.

Registration Deadline - 09:00 am, 14th March 2022

COMPANY PROFILE:

Founded in 2010, By an ex-Microsoft 'techie' with no money but truckloads of relentless passion to make a difference in this world, **Lenskart is India's fastest growing eyewear business today.**

With a rapidly growing business reaching out to **over 1,00,000 customers a month** via a unique combination of a strong online business as www.lenskart.com, **uniquely designed physical stores, as well as a first of its kind 'Home Eye Check Up' service**, Lenskart is revolutionizing the eyewear industry in India.

OFFICIAL WEBSITE: <https://www.lenskart.com/>

JOB TYPE: Full Time

JOB DESIGNATION:

Position – Executive-Optometrist

Reporting to – Store Manager

Skip Level – Areas Operations Manager

JOB LOCATION: Pan India (Students should be open for relocation but can mention their region preference)

ELIGIBLE COURSE & SPECIALIZATION: Bachelors in Optometry

ELIGIBLE PASSING YEAR: 2022

ELIGIBLE GENDER: Male/Female

SALARY PACKAGE OFFERED: Rs. 3,00,000/- per Year

SELECTION PROCESS/ROUNDS:

1. PPT
2. HR interview (Screening)
3. AON test (Filtration)
4. AOM interview (Elimination)

TENTATIVE JOINING DATE/PERIOD: After obtaining Provisional Pass Certificate

ANY BOND/SECURITY AMOUNT: None

ABOUT THE ROLE:

The role of an Optometrist at Lenskart is different from competing brands and is not limited to only eye check-ups but also includes sales as a critical deliverable. He/she plays a key role in delivering technical expertise through eye-checks, dispensing, and diagnosis as well as selling products, executing stocktakes and SOPs to deliver an exceptional customer experience.

RESPONSIBILITIES:

Area	Activities expected to be performed by a Lenskart Optometrist
Customer focus: Driving Net Promoter Score	<ul style="list-style-type: none">▪ Greeting and welcoming all walk-in customers and guiding them toward the clinic to promote the free eye check-up▪ Being involved in stocktakes, maintaining sales floor standards, and other day-to-day tasks to deliver the best shopping experience to the customers▪ Understanding the POS system to ensure that the transactions are processed effectively▪ Being dedicated to customer satisfaction and resolving any concerns that the customer has
Eye Check-Up & Dispensing	<ul style="list-style-type: none">▪ Following the 12-step Optometry process at Lenskart, during the eye check-up▪ Sharing the prescription clearly and educating the customer about single vision and progressive lens while recommending the appropriate lens and/or frames▪ Performing a quality check of the lenses fitted before handing over the product to the customer
Product Recommendation	<ul style="list-style-type: none">▪ Presenting the customer with an optimal selection of products based on customer preferences▪ Understanding the unstated needs of the customer, asking relevant questions, and picking the right time to pitch the recommended solutions
Achieving Sales vs. Plan & SOP Adherence	<ul style="list-style-type: none">▪ Achieving the assigned target for sales, eye-test conversion, returns; and following all SOPs▪ Post making the sale, coordinating with the customer for product pick-up, after receiving due communication from the warehouse. In case of returns, he/she is expected to understand the reason and try to resolve the same to control the return percentage.
Store Upkeep & Maintenance	<ul style="list-style-type: none">▪ Maintaining the store as per Lenskart standards, cleaning the frames and other equipment regularly, and ensuring there is no deviation as per the SOP▪ Ensuring the security of all Lenskart equipment and that there is no shortage of stock units or damage in the store

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

PROCESS OF REGISTRATION:

01. 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/mcBsFazoYEbXPDPH6>

02. Students registered with the T&P Department for placements, are only eligible.

03. Already placed & debarred students are not eligible.

04. Updated list of debarred students is available with the respective Faculty Coordinators.

05. Please note that it is mandatory to submit the above form to nominate successfully.

06. The form can be submitted only once, thus please be cautious while filling up the form.

07. The Resume File name must be student's own name.

08. Registration deadline for Nomination is 09:00 am, 14th March 2022.

09. The Registration process will automatically turn off after the provided deadline.

10. One student can Register only once, thus be cautious while registering.

11. You are advised to read & understand the disclaimer below before applying for this opportunity.

12. Coordinating Training & Placement Personnel: Mr. Shashi Kant Sharma (WhatsApp @ 9572832227).

Sd/-



HEAD – TRAINING & PLACEMENTS

Disclaimer: The above Notice is based on the information as shared by the employer. The employer reserves the right to change or modify the afore-mentioned job details without any prior information. The Training & Placement Department and the University will not be responsible for any deviation. Nominating or applying for the vacancy/job profile indicates your agreement to all the Terms & Conditions/Training & Placement Department Placement Policy, in these terms, as modified from time to time. Therefore students are strictly advised to read clearly understand the Placement Policy (Procedural & Behavioural both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.