



ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ MAGICPIN

NOTICE NO.: AJU/T&P/PG/0085/21-22

DATE: 25/05/2022

NAME OF COMPANY: MAGICPIN

PAYROLL COMPANY: SAMAST TECHNOLOGIES PRIVATE LIMITED

Registration Deadline is 11:59 pm, 27th May 2022

ABOUT COMPANY:

Magicpin is India's largest O2O platform that drives discovery and commerce for offline businesses. More than 2M users are hooked on to the app where they spend up to 80 minutes per day. We drive \$200M+ of business to merchants on the platform and have grown 6x in the last 12 months, with partners ranging from large brands like McDonald's, Beer Café, Decathlon, ITC, Emami, Pernod Ricard to thousands of local retailers across the country. The management team consists of seasoned professionals from Lightspeed VP, Nexus VP, Bain & Co, McKinsey, Walmart Labs, Microsoft, Goldman Sachs and educational background including IIT, IIM, Stanford and SRCC. The company has been invested in by Lightspeed (Oyo, Snapchat, Limeroad) and Google. some Links and Videos to know more about the company -

--[Introduction Video](#)

--[1 Bn USD GMV](#)

—<https://startuptalky.com/magicpin-success-story/>

—https://www.google.co.in/amp/s/m.economictimes.com/tech/startups/zomato-ceo-deepinder-goyal-joins-magicpin-board/amp_articleshow/84547054.cms

WEBSITE: <https://magicpin.in/>

DESIGNATION: Associate/Senior Associate

JOB LOCATION: Gurgaon

ELIGIBLE COURSE: MBA

ELIGIBLE PASSING YEAR: 2022

GENDER ELIGIBLE: Male & Female

SALARY PACKAGE OFFERED:

CTC- Up to Rs.3 LPA (In hand Rs.22,000/- per month + PF)

JOB RESPONSIBILITIES:

- Generating new sales opportunities through inbound lead follow up and outbound cold calls and emails.
- Responsible for managing the sales leads on CRM
- Team with channel partners to build pipeline and close deals performing effective online demos to prospective clients.
- Maintaining relationships with clients by providing holistic solutions.
- Needs to have an empathetic ear and decent communication skills
- Managing end-to-end sales process including invoicing, collection, up-selling, etc.

KNOWLEDGE AND SKILL SET FOR THE ROLE:

(a) Good negotiation and convincing skill

(b) Decent communication skills etc.

TENTATIVE JOINING DATE/PERIOD: Post Completion of the Course

SELECTION PROCESS:

- Aptitude Test
- Communication Round
- Sales Round

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/iecn6aqvCFnumP64A>

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 11:59 pm, 27th May 2022.

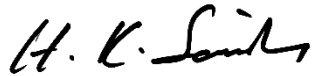
09. One student can Register only once, thus be cautious while registering.

10. Please Note: The Registration process will automatically turn off after the provided deadline.

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

12. Coordinating Training & Placement Manager: Mr. Rahul Rej (WhatsApp @ 9831664615).

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.