



ARKA JAIN UNIVERSITY

TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ STANZA LIVING

NOTICE NO. : AJU/T&P/PG/0030/22-23

DATE: 12/01/2023

NAME OF COMPANY: STANZA LIVING

PAYROLL COMPANY NAME: STANZA LIVING

Registration Deadline is 11:59 PM, 15th January 2023

COMPANY PROFILE

Stanza Living is a Series-D funded organization providing fully managed co-living and student housing spaces. They are India's fastest moving technology start-up in the co-living spaces. Founded by alumni of IIM-Ahmedabad, Anindya Dutta and Sandeep Dalmia.

They are currently present in **26+ cities and expanding to more geographies. They are at a team size of 3000+, with an inventory count of 75k + beds.** Their biggest USP for a resident comes from a vibrant resident community, Omni channel platform, top notch services such as **Hygienic, multi cuisine and healthy food, furnished rooms with beautiful interiors, daily housekeeping, seamless internet facilities, hi-tech security and much more. :**

Today, they are:-

- Most capitalized player in the managed accommodation space, backed by global marquee investors – Alpha wave, Equity International, Sequoia Capital, Matrix Partners and Accel Partners
- Recognized as the Best Real Estate Tech company across the Globe in 2020 by leading analysis agency, Tracxn
- LinkedIn Top Start-up to Work for - 2019

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

DESIGNATION: JUNIOR GROWTH ASSOCIATE (SALES)

ROLES & RESPONSIBILITIES OF JUNIOR GROWTH ASSOCIATE (SALES):

- The role of an Associate would encompass the following: Achieving Supply and Demand Metrics: Ensure that the monthly, quarterly, annual supply and demand sales targets are achieved.
- Lead Generation: Identify the right channels and sources to acquire properties through inbound & outbound leads.

- Figure the economic viability of the property, convince the property partner for the terms and conditions, and finally ensure the property deal is closed.
- Customer Acquisition and Conversion: Identify and source new sales opportunities through inbound lead follow-up, outbound calls and emails and meet customers daily through walk-ins.
- Convert all kinds of enquiries into customers on the phone and in person.
- Develop an understanding of the competition through in-depth analysis of potential major competitors and take better decisions with the points ascertained from the analysis.
- Create Stanza's brand in the designated cluster through offline marketing campaigns and lead generation.

KPIs FOR THE ROLE:

- Meeting targets for growth in a monthly/quarterly/annual manner.
- Efficiency of lead funnel management, channel partners management.
- Business growth from large builders/developers and corporates.
- Fulfilling Occupancies of acquired properties.
- Process adherence and timely reporting.

ELIGIBILITY COURSE: MBA (2023 Passing out Batch)

REMUNERATION DETAILS:

Sr. No.	Positions Offered	Qualification	Payroll	CTC Offered	Monthly Take Home	Additional Perks	Location
1	Junior Growth Associate (Sales)	MBA/PGDM	On-Roll	4 LPA (Fixed)	29,733 + 3600 PF	Health Insurance + Lucrative Incentives (No-Capping)	Pan India

JOB LOCATIONS: Anywhere in India wherever Stanza Living is present and the existing cities include:-

CITIES: Delhi, Noida, Greater Noida, Gurgaon, Bangalore, Manipal, Mangalore, Belgaum, Cochin, Devanagari, Hyderabad, Vizag, Vijayawada, Guntur, Tirupati, Chennai, Coimbatore, Ahmedabad, Baroda, Indore, Vidyanagar, Gandhinagar, Bhopal, Pune, Mumbai, Kota, Dehradun, Jaipur, and many more to come.

SELECTION PROCESS:

1. PPT
2. Group Discussion
3. Personal Interview

TENTATIVE DATE OF JOINING: Immediate (At the time of semester examination will provide the leave)

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/RoDiwuwybhFaYha7>

02. Students registered with the T&P Department for placements, are only eligible.
03. Please note that it is mandatory to submit the above form to nominate successfully.
04. The form can be submitted only once, thus please be cautious while filling up the form.
05. The Resume File name must be student's own name.
06. **Registration deadline for Nomination is till 11:59 pm, 15th January, 2022.**
07. One student can Register only once, thus be cautious while registering.
08. Please Note: The Registration process will automatically turn off after the provided deadline.
09. You are advised to read & understand the disclaimer below before applying for this opportunity.
10. For queries you may WhatsApp @ 9831664615 (Mr. Rahul Rej – Manager T&P, AJU).

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 & Behavioral both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.