

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT
PLACEMENT OPPORTUNITY @LENSKART

NOTICE NO.: AJU/T&P/UG/0070/23-24

DATE: 30/04/2024

NAME OF COMPANY: LENSKART

NAME OF PAYROLL COMPANY: LENSKART

Registrations will close at 11:59 pm, 05th May 2024

COMPANY PROFILE:

Asia's largest eyewear retail brand," Lenskart. Established in 2010, Lenskart is India's fastest-growing eyewear business today, founded by an ex-Microsoft; techie; with little money but a boatload of unwavering enthusiasm to make a difference in the world. Lenskart is transforming the Indian eyeglasses sector with a quickly growing business that reaches over 100,000 customers per month with a unique mix of a strong online businesslike www.lenskart.com, distinctively designed physical stores, and a first-of-its-kind home eye check-up service.

WEBSITE: Lenskart.com

DESIGNATION OFFERED: Optometrist

COURSE ELIGIBLE: B. Optometry

GENDER ELIGIBILITY: Male & Female

ELIGIBLE PASSING YEAR: 2024

ABOUT ROLES:

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

	<ul style="list-style-type: none"> ▪ 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

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

WORK LOCATION: Pan- India (Based on Candidate's Preference and Vacancy)

SELECTION PROCESS:

- AON Test (Online)
- Chair Test
- Personal Interview
- Central Validation Test

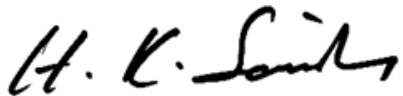
PROCESS OF REGISTRATION:

01. Interested students need to register on the link given below, click on the link below 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/UchryHPxAzAps2MZ8>

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 the student's own name.
- 08. Registrations will close at 11:59 pm, 05th May 2024.**
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 and clearly understand the Placement Policy (Procedural & Behavioral both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.