

Titan Company Ltd

Optometrist



Job Profile Details

Placement Cycle

ARKA JAIN University - Placements 2024-25

Job Location

Across East Region

Date of Visit

NA

Position Type

Full Time

Expected Hires

NA

Sector

Healthcare Services

CTC

INR 240000 - 300000

Category

Level 2 - General

Description

1. Scope of the role

Establish empathy & expertise by demonstrating correct eye testing procedures, consultation and suggest right lens / contact lens solution to the customer.

2.Job Profile (JD)

- New Sales Process -Zero error Eye Testing, Lens Selling by Optometrists & Correct Selling
- History taking of the patient
- Drive sales for Bifocal Ratio, Contact lenses and House Brand lenses like Clearsight, Neo etc
- Focus on increasing AUPC
- Ensure higher Conversions from Eye Testing to Buyers
- Demonstrating strong technical knowledge by correct selling
- Clinic Operations and Equipment Maintenance
- Resolving Customer Complaint & winning back irated customers
- Quality check of lenses before & after fitting.
- Instructing the technicians regarding the technicalities of fitting.
- Helping the store manager to order the lenses and upgrading his knowledge regarding the lens types.
- Partner with regional optometrist & corporate for driving projects/initiatives which are technical in nature

3.Key Deliverables (KRA)

- Ensuring complete satisfaction of the customer on clinical & dispensing services.
- Ensure 100% process compliance at the clinic and lab level also in sync with the store processes
- Drive profitability by selling House Brand lenses
- Drive superlative customer experience with correct selling

- Store Topline NUCP Target

4. Right Person

- Graduate / Diploma in Optometry.
- Minimum 2-3 years experience in similar field / optical store.
- Complete knowledge of eye testing procedures.
- Good communication skills in English & Vernacular.
- Must be highly energetic & self motivated.

Open for Courses

- Jain - Arka Jain University Jharkhand

B.OPTM

1. Optometry

Eligibility Criteria

B.OPTM

All students are eligible

Work Experience Criteria

No work experience based criteria defined yet!

Allowed Genders

[Y] Male students

[Y] Female students

[Y] Other Genders

Backlogs

Students with backlog(s) not allowed

Hiring Workflow

Pre-placement Talk

No Venue/Time specified

HR interview

No Venue/Time specified

Additional Info

No additional information