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Director, UIIC



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Date: 10th January' 2019

To
Directors/Principals
Colleges affiliated/associated to Dr. APJ Abdul Kalam Technical University
Lucknow, Uttar Pradesh

Subject: Company Code SW1 Campus Hiring Opportunity for MBA Students of 2019 passing out batch

Dear Sir/Ma'am

Please to inform you that as part of Campus Hiring process for MBA students of 2019 passing out batch, Company Code SW1 wish to invite the students of AKTU affiliated colleges for this drive.

Please find invitation and link for the participation of students as per the details attached herewith (Annexure 1). You are requested to kindly go through and encourage the students for the registration latest by 12.1.2019

Registration Link: <https://goo.gl/forms/9k8AEbhNsWJyFlq02>

If you have any concern, you are requested to feel free to write at tnp.aktu@aktu.ac.in

With warm regards

(Dr. Babita G Kataria)
Director, University- Industry Interface Cell

Copy to:

1. Registrar, AKTU Lucknow
2. Finance Officer, AKTU Lucknow
3. Controller of Examination, AKTU Lucknow
4. Dean UGSE, AKTU Lucknow
5. Dean Student Welfare, AKTU Lucknow
6. Media Prabhari, AKTU Lucknow
7. Technical Officer, AKTU Lucknow
8. Staff Officer, Hon'ble Vice Chancellor for kind information

(Dr. Babita G Kataria)

Campus Placements 2018-19

Job Notification Form

COMPANY OVERVIEW

Name of the Company	Company Code SW1
Website / Other source of Information	
Company Type	Supply
Brief write-up on the Company (50 to 75 words)	Company is a food ordering and delivery company based out of Bangalore, India. It is currently value over \$ 1 Billion and is currently one of the fastest growing food delivery platforms in India. Company operates with a fleet of over 70,000 making it the largest in India, delivering over 6 lakh order per day. We have an active partnership with 40,000+ restaurants. Currently present in over 38 cities, plan to grow to 100 cities by March 2019.

JOB PROFILE

Job Designation	Sales Manager
Job Description	<ul style="list-style-type: none">• Sign Contracts with restaurants along and handling the inquiries from existing and new clients.• Gather sales leads from the market and approach restaurants actively, from no star to 5 stars, and get them on board with company as a partner.• Maintaining a strong relationship with restaurant owners and advising them on issues related to the market and offering solutions on the same.• Reach out to clients, create suitable offers and sign-up corporate users to increase subscriber base.• Conduct promotional events / marketing activities to develop new contacts and increase user base.• Manage the sales administration function, operational performance reporting, streamlining processes and systems wherever possible, and advising senior management on maximizing business relationships and creating an environment where customer service can flourish.• Responsible for managing the sales team, developing a business plan covering sale, revenue agreed targets, and promoting the organization's presence and expense controls, meeting agreed targets, and promoting the organization's presence.

	<ul style="list-style-type: none"> • Should be able to handle potential clients when on field as the first in command. • Being the face of company in the market and standing up for the values we believe in.
Place of Posting	Any of company's Locations, preferably close to their domicile residence
Key Responsibilities:	<ul style="list-style-type: none"> • Graduate with 0-3 year of experience in similar field. • Good working knowledge and experience of e-commerce activities and all online marketing channels. • A competent decision-maker with the ability to develop, own and build a strategic e-commerce plan for the site. • Confident, Pleasing and a go-getter personality. • Effective communication skills. • Attitude & Aptitude for Sales. • Should be a team player, working alongside people from all walks of life. • Holds regular meeting with sales staff. • Reviews expenses and recommends economies. • Leadership and Influencing skills: Identifies builds and uses a wide network of contacts with people at all levels. • Initiative & Flexibility: Recognizes the need to adapt to change & Implement appropriate solutions. Be able to identify opportunities and recommend / influence for change to increase effectiveness and success on campaigns.
Type of Placement	Full time after Internship
SALARY DETAILS	
Cost to Company (CTC)	5.2 LPA (Fixed – 4 LPA)
Training Period	2 months Internship
Salary / stipend paid during training	Rs. 6000 / Month
Bond or Service Contract (If Yes, give details)	No
SELECTION PROCESS	
Shortlist from Resumes	No
Written Test (Technical / Aptitude)	Online Aptitude + Psychometric
Group Discussion	Yes
Personal Interview	Yes
Minimum Number of Offers You intend to make	17
Eligible Department and Program	Essential: Graduation Desired : M.B.A. (Preferred)

Specific Eligibility requirement (Please mention)	Specialisation: Sales and Marketing Throughout Percentage : 60%
Date & Time of the Drive	14/01/2018
Venue	Lucknow
Expected Joining (dd/mm/yyyy)	As soon as possible