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**QUANTUM UNIVERSITY**

**Mandawar (22 Km Milestone), Roorkee – Dehradun Highway (NH 73)**

**ROORKEE – 247 662**

**NOTICE**

**Department of Training & Placements**

 Dated: 24.02.2021

Lido Learning  Will be conducting placement drive for MBA, BBA, B.COM, B.TECH, B.SC B.A students from of Quantum University, Roorkee.

Details are as follows.

|  |  |
| --- | --- |
| Company Name | LIDO LEANING  |
| Company Website | [www.lidolearning.com](https://www.lidolearning.com/) |
| Responsibility: | Daily connecting with prospect leads over callBooking personal appointments to convert leads into admission with highest conversion ratioUpdate accurate details for lead in systemEffectively manage sales process by qualifying leads, understanding customer needs, product selling, convincing and closing salesMaintain strong follow-upWork as individual contributor to achieve targetsGenerate continuous revenue |
| Requirements: | Energetic, confident, ethical personality with go-getter attitudeInterest in consultative sales and business development with number driven approachGood convincing abilityExcellent communication and pitching skillsClear understanding of sales process for selling educational courses**Should be Tech savvy and possess sound knowledge and experience of working on Salesforce**Identify sales challenges and come up with solutionsAbility to handle high pressure and deliver qualityMaturity to handle rejections |
| Eligibility Criteria | MBA, BBA, B.COM, B.TECH, B.SC B.A |
| Designation | **Business Development Trainee** |
| Package Offered | 3.6 LPA (Fixed) + incentives - During Internship, 7 LPA(Fixed)+ 3 Variable- Post Internship |
| Selection Procedure | 1.Online Test, 2. Group Discussion, 3. Personal interview |
| Job Location | Noida / Bangalore |
| Recruitment Date |  After registration  |
| Reporting Time |  9.00 AM – 6.00PM |
| Venue | ONLINE / OFFLINE  |