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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.

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| --- | --- |
| Company Name | LIDO LEANING |
| Company Website | [www.lidolearning.com](https://www.lidolearning.com/) |
| Responsibility: | Daily connecting with prospect leads over call  Booking personal appointments to convert leads into admission with highest conversion ratio  Update accurate details for lead in system  Effectively manage sales process by qualifying leads, understanding customer needs, product selling, convincing and closing sales  Maintain strong follow-up  Work as individual contributor to achieve targets  Generate continuous revenue |
| Requirements: | Energetic, confident, ethical personality with go-getter attitude  Interest in consultative sales and business development with number driven approach  Good convincing ability  Excellent communication and pitching skills  Clear 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 solutions  Ability to handle high pressure and deliver quality  Maturity 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 |