

NOTICE

Department of Training & Placements

Dated: 4.07.2021

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

Registration Link :- <https://forms.gle/2af9wfhYoPqdionV9>

This link will be active till Friday i.e **16th July till 5 PM** and will be closed from our end at 5 PM Details are as follows.

Company Name	LIDO LEARNING
Company Website	www.lidolearning.com
Responsibility:	<p>Daily connecting with prospect leads over call</p> <p>Booking personal appointments to convert leads into admission with highest conversion ratio</p> <p>Update accurate details for lead in system</p> <p>Effectively manage sales process by qualifying leads, understanding customer needs, product selling, convincing and closing sales</p> <p>Maintain strong follow-up</p> <p>Work as individual contributor to achieve targets</p> <p>Generate continuous revenue</p>
Requirements:	<p>Energetic, confident, ethical personality with go-getter attitude</p> <p>Interest in consultative sales and business development with number driven approach</p> <p>Good convincing ability</p> <p>Excellent communication and pitching skills</p> <p>Clear understanding of sales process for selling educational courses</p> <p>Should be Tech savvy and possess sound knowledge and experience of working on Salesforce</p> <p>Identify sales challenges and come up with solutions</p> <p>Ability to handle high pressure and deliver quality</p> <p>Maturity to handle rejections</p>
Eligibility Criteria	MBA, BBA, B.COM, B.TECH, B.SC B.A
Designation	<p>Business Development Trainee 3.6 LPA (Fixed) + 2 LPA (Variables)</p> <p>Marketing associate 3 LPA (Fixed) + 1 LPA (Variables)</p>
Package Offered	3.6 LPA (Fixed) + 2 Variable and 3 LPA (Fixed) + 1 LPA (Variables)
Selection Procedure	1. Online Test, 2. Group Discussion, 3. Personal interview
Job Location	Noida / Bangalore
Recruitment Date	After registration
Venue	ONLINE / OFFLINE

