

SRMUS/PAT/2021-22/021

Date: 26-10-2021

PLACEMENT DRIVE NOTIFICATION

Company	LIDO LEARNING
About the Company	Lido is India's best Small Group Tutorials platform with classes in Maths, Science, English & Coding for students in KG to Grade 12. The Lido experience includes cutting-edge animated video content and gamified learning taught by India's top 5% tutors.
Job Title	Business Development Associate
Job Description	<ul style="list-style-type: none"> Engage with prospects on call and do sales conduction through video sessions Identify and develop relationships with potential customers Update and create tailored client proposals Assist in the development of a strong pipeline of new customers through direct or indirect customer contact and prospecting Ongoing monitoring and analysis of pipeline to review performance & optimize accordingly to ensure objectives are met Maintaining strong follow-ups and regular feedback calls to ensure daily targets are met.
Job Location	Work From Home (Till situation eases)
Eligible Degrees	MBA, M.Com, MA (Economics) BBA, B.Com, B.Sc. (Economics)
Eligibility Criteria	60% in Class XII
Desired Skills	<ul style="list-style-type: none"> Passion in consultative sales and business development Excellent communication skills, both verbal and written Good logical reasoning and structured approach for conversion High energy, initiative, and hunger for faster growth Strong sense of discipline and resilience under pressure situations Ability to build rapport and create professional relationships
Compensation (CTC)	Rs. 10 LPA <i>Distribution:</i> Rs. 10k + 5k (Incentive) - During 30 days OJT Rs. 3.5 LPA + 2 LPA (Incentive) - BDA Level 1 Rs. 7 LPA + 3 LPA (Incentive) - BDA Level 2
Selection Process	1. Online Test, 2. Group Discussion, 3. Personal interview
Date of Interview	Will be intimated later
Venue	Online / Virtual

Terms and conditions:

- Shortlisted students will be extended a 30-day internship Letter to join our online training cum certification program
- Those qualifying our OJT criteria will be offered Full-time employment as Business Development Associate
- No leaves during 30 days of internship and should have NOC certificate with an authorized signature
- Functional laptop with operational camera and decent internet connection