

**RAMANUJAN COLLEGE**  
Accredited Grade 'A++ (3.71)' by NAAC  
(University of Delhi)  
C.R. Park Main Road, Block H,  
Kalkaji, New Delhi-110 019  
ISO 9001:2008 Certified Organisation



**रामानुजन महाविद्यालय**  
नैक द्वारा मान्यता प्राप्त ग्रेड ए++ (३.७१)  
(दिल्ली विश्वविद्यालय)  
सी आर पार्क, मुख्य सड़क, ब्लॉक एच,  
कालकाजी, नई दिल्ली- ११००१९  
आई एस ओ ९००१:२००८ प्रमाणित संगठन

**NOTICE**  
**PLACEMENT & CAREER DEVELOPMENT CELL**  
**Cogoport**  
**Internship Notice**

Date- 29<sup>th</sup> November 2023

**Notice No: 231133**

**About the Company**

Cogoport is a multinational company headquartered in Singapore and has offices in India, Thailand, Vietnam, and Indonesia. Cogoport is an Indian unicorn, privately owned and Backed by the world's most respected and renowned venture capitalists: Accel Partners and Tiger Global. Cogoport is currently in hyper growth mode and has been named an Asia-Pacific High-Growth Company by the Financial Times and an Indian Growth Champion by The Economic Times. Cogoport has more than 1000 employees across 10 offices in India.

Website: <https://www.cogoport.com>

**Profile:** Demand Specialist

**Eligibility:** All courses/ All years

**Stipend:** 20k per month

**Job Location:** Gurgaon / Mumbai

**Duration:** 3 months

**Roles and responsibilities:**

- **Business Development:** This is an individual contributor role in a high-performance environment which emphasizes on spreading Cogoport's unique way of doing business with the customers. You would need to build up a trusting and consultative relationships with the Customers and provide them cost-effective solutions through Cogoport's product.
- **Mix of new and old accounts:** You would get a mixed bag of old as well as fresh leads to work upon. New leads will be marketing verified leads who are actively involved in import and export.
- **Retention of existing clients:** You will need to create strategies around retention of the existing accounts who are regularly transacting along with your team.
- **Channel Partners:** You would also get opportunities to make the freight forwarders and customs brokers buy the services from Cogoport, by selling the Channel Partner

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## रामानुजन महाविद्यालय

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program, where they can earn commission for each business deal, they bring on the table.

- Revenue Stream: You would be directly taking up the revenue responsibility for Cogoport by being involved in direct sales with Customers and spearhead the direct growth of the organization.
- Incentives: Cogoport wants to build a performance driven culture and with this role, you would be incentivized for your monthly performance.

### Skills and Competencies required:

- Prior understanding of logistics, freight or supply chain industries and their capabilities would be an advantage.
- Excellent client relationship management and rapport building skills
- Strong communications and interpersonal skill
- Process-orientation and business acumen

**Note:** Joining Between Dec, 2023 – Feb, 2023

Apply at: <https://forms.gle/h4CDk6fLBMCw37nq6>

Also, apply at: <https://forms.gle/5rVoVom5v57BBta7A>

Last Date to Register: 01<sup>st</sup> December 2023

In case of any queries, please contact [Roopal](#) (Placement Co-Ordinator).

**Note:** If you are applying for this Placement/Internship Drive, then it is compulsory for you to attend the interview session, if not then you will be **BLACKLISTED**, and won't be able to appear for any further Placement Drives. We at Placement and Career Development Cell work hard to invite companies at the campus to recruit students, but with this behavior, companies deny to connect with us in further drives.

If your issue is genuine, mail us at [placement@ramanujan.du.ac.in](mailto:placement@ramanujan.du.ac.in) explaining why you didn't attend the session.

If your reason would be genuine your name will be withdrawn from the BLACKLIST.