

**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**  
**Storehippo**  
**Internship with PPO Notice**

Date- 14<sup>th</sup> September 2023

**Notice No: 230906**

**About the Company**

StoreHippo is India's leading SaaS Enterprise E-commerce Platform. The platform has customers across 25+ countries and 35+ industry verticals including brands like Berger Paints, DOW chemicals, Mafatlal, Smith & Nephew, Plantix, and many more. Built on the latest MEAN technology stack and headless architecture, StoreHippo offers a 360-degree fully integrated solution for customers to build, manage and scale their B2B and D2C business models.

Website: <http://www.storehippo.com/>

**Profile:** Business Development Executive.

**Eligibility:** B.Com, BMS and B.Com (H) | 2024 Batch & Pass-outs.

**Stipend:**

- INR 15,100.
- PPO, 5 LPA (4 Fixed+1 Variable).

**Job Location:** Sector - 49 Sohna Road, Gurgaon, Haryana.

**Duration:** 4 Months.

**Roles and responsibilities:**

1. Pre - Sales.
  - Nurturing lead throughout the sales cycle with the ultimate aim of converting the lead along with
  - helping the lead identify the value of the platform.
  - Proactive approach in reaching out to customers through lead follow-up and emails.
  - Providing demo calls & screen-share sessions to B2B clients and having thorough knowledge about the product.

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- Research accounts, identify key players and generate interest in StoreHippo products.

### 2. Post - Sales.

- Gathering the business requirement & pitching the business solution (Storehippo Platform) to the clients.
- Understanding the flow of work from client interaction to communicate the requirement concisely to internal departments.
- Be the Single point of contact (SPOC) to the clients.
- Providing onboarding support to the clients includes pre-sales queries about the product.
- Define and document workflow processes, SOPs, SLA's, metrics & policies.

### Skills and Competencies required:

- Strong communication skills.
- Ability to handle leads (inbound, outbound).
- Convincing skills to convert leads and inquiries into sales.
- Maintain customer relationships (existing/ prospective).
- Perform effective online presentations to prospects.
- Knowledge about E-commerce.
- Exposure to selling SAAS-based products.
- Ability to independently handle client acquisition through various channels and follow-ups.
- Self-starter who believes in the importance of teamwork, while operating unmonitored Individually.
- Proven inside sales experience.
- Strong listening and presentation skills (using tools)
- Ability to multitask, prioritize, and manage time effectively.
- Proficient in Microsoft Office (word, excel, PowerPoint).
- Lead Generation, Market Research, Business Development, Online Data Mining, Requirement Gathering, Upselling, Cross-Selling, Client Retention, Client Relationship, SLA, Wireframing, User Story, Use Cases, Client Onboarding.

### Note:

1. Must have score 70+ in academics.
2. It is mandatory for the candidate to sign an Indemnity Bond for a year with the organization (Which is excluding the training period). And if the student leaves the services before the Bond period, then in that case the student will not be entitled to any relieving certificate from the organization.

Apply at: <https://forms.gle/MPf1wgYuZ7fRPkHF6>

Last Date to Register: 16<sup>th</sup> September 2023.

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In case of any queries, please contact [Prince](#) (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 behaviour, 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.