

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
JODO
Internship with PPO Notice

Date- 29th December 2023

Notice No: 231219

About the Company

Jodo is a mission-oriented high-growth fintech startup building payment & lending products to simplify education payments. Jodo's suite of products makes education payments convenient & affordable for parents while simplifying & streamlining fee collections for educational institutes. Jodo aims to be a category-defining company with a mission to be a trusted partner to parents in fulfilling their aspirations for their kids' education.

Website: www.jodo.in

Profile: Jodo Ambassador

Eligibility: All courses | 2023,2024,2025 Batch

Stipend:

1. ₹10,000 per month + Incentives
2. PPO - CTC 5 LPA (fixed + variable)

Job Location: Bangalore, Mumbai, Delhi, Hyderabad

Duration of internship: 3 months

Roles and responsibilities:

- Sales: Increase Jodo's market share
Consultative selling by pitching Jodo's financial products to customers both in offline events and via telesales
Building a long-term relationship with customers
Ability to think on the feet and understand the customer's pulse to pitch right
Ability to take rejections and not let it affect the pitch to the next customer
- Resourceful: Always thinking of ways to get new leads, try different approaches to pitching, and add value to the firm in various ways apart from just the core

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responsibility

- Not taking 'no' for an answer: Persistent with the customers while being pleasant and respectful; ability to engage and persuade
- Diligent in follow-ups with the customer: Taking ownership of every single lead and taking it to closure
- Understand customer concerns and relay them back to the product team to improve the product & application process

Skills and Competencies required:

- Passionate about talking to and understanding customer needs
- Fluent communication in English and regional language
- Passionate about personal growth and making a difference

Note: Opportunity for PPO after successful completion of internship.

Apply at: <http://bit.ly/3RNai6K>

Also Apply at: <https://bit.ly/3THACIk>

Last Date to Register: 31st December 2023

In case of any queries, please contact [Manas](#) (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 explaining why you didn't attend the session.

If your reason would be genuine your name will be withdrawn from the BLACKLIST.