

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
Adcount Technologies Pvt. Ltd.
Internship Notice

Date- 04th November 2023

Notice No: 231111

About the Company

Vyap is a product of Adcount Technologies Pvt. Ltd. that provides a digital e-commerce platform where food businesses can buy their raw material directly from the distributors. Vyap is a B2B marketplace for HoReCa businesses where they can discover products from various brands and can buy their supplies from the distributor directly. Adcount Technologies Pvt. Ltd. was founded in 2015 in the forms of IIT Kanpur, with the vision of digitizing and empowering the supply chain of the HoReCa Industry. Since its inception, it has digitized backend operations and facilitated supply chains for over 5000 outlets in 84 cities. The company has an umbrella of products that solves part of the supply chain complexities. It owns and operates Supply Note which provides a software stack to food businesses for management of their front-end and back-end operations. It also provides fulfillment services called supplylink.in that offer warehousing and logistic services to food businesses.

Website: <https://www.vyap.in/>

Profile: Sales Intern

Eligibility: All Courses | All Year

Stipend: 15k + Incentives

Job Location: Noida

Duration: 3 Months

Roles and responsibilities:

- **Lead Generation:** Assist in identifying and researching potential restaurant partners. Utilize various channels to discover and engage with restaurants interested in our platform.
- **Account Management:** Support in maintaining and nurturing relationships with existing restaurant partners. Be a liaison between restaurants and our platform, ensuring their needs are met.

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- Sales Support: Collaborate with the sales team to prepare proposals, presentations, and sales materials. Attend meetings and contribute to achieving and surpassing sales targets.
- Market Research: Stay updated on restaurant industry trends, competitor activities, and market dynamics to provide valuable insights for our sales strategy.
- Administrative Tasks: Assist in administrative duties related to the sales process, including data entry, file organization, and reporting.
- Learning and Development: Participate in training sessions and workshops to develop sales skills and gain an in-depth understanding of our platform and the restaurant industry.

Skills and Competencies required:

- Excellent communication and interpersonal skills.
- Self-motivated and eager to learn about the restaurant industry.
- Basic understanding of sales principles is a plus.
- Proficiency in Microsoft Office suite.
- Ability to work collaboratively in a team-oriented environment.
- Drive to take initiatives with a deep sense of responsibility
- Comfortable with ambiguity and quick changes
- Super curious nature and ask the right questions
- People and team orientation while solving any problems
- Technology first approach with first principal thinking

Apply at: <https://forms.gle/64ahSWQ8WDFfWrwEA>

Last Date to Register: 06th November, 2023

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