

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
Stanza Living
Placement Notice

Date- 30th November 2023

Notice No: 231139

About the Company

We are pleased to introduce - Stanza Living is a Series-D funded organization providing fully managed Co-living and student housing spaces. We are India's fastest moving technology start-up in the co-living spaces. Founded by alumni of IIM - Ahmedabad, Anindya Dutta and Sandeep Dalmia, we are currently present in 26+ cities and expanding to more geographies. We are at a team size of 3000+, with an inventory count of 75000 + beds. Our biggest USP for a resident comes from a vibrant resident community, omni channel platform, top notch services such as Hygienic, multicuisine and healthy food, furnished rooms with beautiful interiors, daily housekeeping, seamless internet facilities, hi-tech security and much more.
Website: <https://www.stanzaliving.com/>

Profile: Junior Growth Associate (Sales and Marketing)

Eligibility: All Courses | 2024 Batch

CTC: INR 3LPA (Fixed) + INR 60K (Variable) + INR 50K (Accommodation for 3.5 months)

Job Location: Pan India

Roles and Responsibilities:

- The role of an Associate would encompass the following: Achieving Supply and Demand Metrics: Ensure that the monthly, quarterly, annual supply and demand sales targets are achieved.
- Identify the right channels and sources to acquire properties through inbound & outbound leads.
- Figure the economic viability of the property, convince the property partner for the terms and conditions, and finally ensure the property deal is closed.
- Customer Acquisition and Conversion: Identify and source new sales opportunities through inbound lead follow-up, outbound calls and emails and meet customers daily through walk-ins.

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- Convert all kinds of enquiries into customers on the phone and in person.
- Develop an understanding of the competition through in-depth analysis of potential major competitors and take better decisions with the points ascertained from the analysis.
- Create Stanza's brand in the designated cluster through offline marketing campaigns and lead generation.

Skills and Competencies required:

- Meeting targets for growth in a monthly/quarterly/annual manner.
- Efficiency of lead funnel management, channel partners management.
- Business growth from large builders/developers and corporates.
- Fulfilling Occupancies of acquired properties.
- Process adherence and timely reporting.

Note: Our joining month will be either April or May ; no new joinings will be entertained post May. Hence, we will be only moving ahead with those colleges who will be open to allow their students to join our organization in the month of April or May . Leaves will be provided during examination.

Selection Process: Pre Placement Talk, Group Discussion, Personal Interviews

Apply at: <https://forms.gle/hCj3i2yMiCyPvRuY8>

Last Date to Register: 2nd 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.