

**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- 29<sup>th</sup> June 2023

**Notice No: 230664**

**About the Company**

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:** Inside Sales Associate.

**Eligibility:** All Courses | 2023 Batches & Pass-outs.

**CTC:** 2.5 LPA (Fixed).

**Job Location:** Gurgaon.

**Roles and responsibilities:**

- Inside Sales handling inbound and outbound calls with targets.
- Excellent communication & reporting skills.
- Consistently deliver 90+ connected calls daily with a good call conversion rate.
- Very good at lead management and consistently overachieves conversion targets from all the lead sources.
- Prospecting by making outbound calls via various lead channels to nurture

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relationships and generate qualified sales leads.

- An achiever who hits the target weekly/monthly targets.
- Learns on the fly.
- Strong business acumen, customer focus, listening skills, negotiating & influencing ability.
- New customer Acquisition.
- Must be proficient in English, Hindi, or any other regional language.
- Drive references to increase the sales quota.
- Knowledge of closing the sale over the call.
- Meeting targets for growth in a monthly/quarterly/annual manner.
- Fulfilling Occupancies of acquired properties.
- Process adherence and timely reporting.

### Skills and Competencies required:

- Keen interest in Sales and Marketing
- Positive and enthusiastic attitude
- A knack for sales and positioning an idea.
- Quick thinking and problem-solving skills
- Excellent verbal communication skills
- Customer focus and result oriented approach
- Being interested in Interacting students and Working Professionals.

### Note:

- Additional Perks- Health Insurance + Performance Based Incentives.
- Selection Process: Pre-Placement Talk, Group Discussion, Personal Interviews.

Apply at: <https://forms.gle/5edSuHgBtArju99K8>

Last Date to Register: 1<sup>st</sup> July 2023.

**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.