

Training & Placement Cell
Dr. B. R. Ambedkar University Delhi
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Sub: - Placement opportunity for PG students & internship+PPO for UG students of Dr. B. R. Ambedkar University Delhi passing out in 2023 in the company “Zoplar”.

Please find the below details of placement opportunity for PG students & internship+PPO for UG students of batch passing out in 2023 in the company “Zoplar” for your reference and circulation to students to apply on given link by 19.04.2023.

Registration Link:- <https://forms.gle/myB2PaJ6xDRfNj5x8>

Name of the Organisation:- Zoplar, <https://zoplar.com/>

Designation: -

- Associate/Management Trainee- For PG (Full time opportunity)
- Junior Associate/Management Intern-For UG (Internship+PPO)

About Zoplar:

An overview of the vision to make a significant contribution to the Global B2B Medical Supply Network with a target market of USD 50Bn+. The major problem in the supply network is cross-border interdependencies across the Globe for Medical Supplies with price variations in the range of 100-400% for a Hospital depending on the Import / Export country. The complex supply chain makes it difficult as with 60-100+ distributors for an average Hospital due to the massive variety of SKUs. Manufacturers also depend on Distribution networks due to bandwidth, skillset gaps and need for the hospitals to procure a massive variety of SKUs. Zoplar will build SAAS enabled solutions and will solve the complexity of the supply chain with AI-ML solutions providing the hassle free experience to the end users. Zoplar is founded by Amit Sah and Umesh Sharma, who have held senior management positions in companies like BCG, OLA, Pristyn Care and OYO. Zoplar has secured seed funding from marquee investors from Singapore, Japan and India. Multiple angels have shown confidence in the team and the problem the team is trying to solve.

Job Profile

- Associate/Management Trainee- For PG (Full time opportunity)
- Junior Associate/Management Intern-For UG (Internship+PPO)

Roles & Responsibilities for Management Trainee:-

- Develop and run the business as an entrepreneur for one of our business categories
- Maintain monthly business growth run rate, evaluate the leakages and solve the problem and grow the business

- Liaison with multiple teams like - Tech, Product, marketing, and city ops team to execute the daily challenge
- Handling the sales team and maximize their productivity day-to-day
- Revenue Management M-O-M, Weekly, Bi-weekly
- Maintain high standard discipline protocol for the team
- City Level seamless customer experience, build SOPS to make a smooth process. Maintain standard patients experience as per company values
- Self-starter and proactive approach, details oriented and strive for result in every hour
- Responsible for daily, weekly, monthly sales planning

People Management:

- Leadership, problem-solving, communication skills to lead and manage a large team
- Fair understanding and skills to develop unstructured demand channels
- Strong Negotiation and deal closing abilities.

Roles & Responsibilities for Management Intern:-

- Setting goals and developing plans for business and revenue growth
- Researching, planning, and implementing new target market initiatives
- Researching prospective accounts in target markets
- Creating leads and moving them through the sales cycle
- Developing quotes and proposals for prospective clients
- Setting goals for the business development team and developing strategies to meet those goals
- Training business development staffs
- Attending conferences and industry events

Desired Candidates:

- Can perform sales and operations responsibilities
- Should have knack the data & PnL understanding
- Project Management skills
- Excellent communication and interpersonal skills
- Ability to hustle & think-on-feet.
- Can speak fluent Hindi & English

Remuneration: -

- For Full Time Opportunity: - 3 LPA to 6 LPA (depending on the student's performance in the interview)
- For Internship Opportunity (Stipend)- 8 K (can be increased according to the performance in the interview)

Qualification: -

- Internship+PPO- UG
- Full time Opportunity- PG

Location: -

- Management Trainee: - CIS/LatAM/South Asia/India
- Management Intern: - Gurgaon

*for passing out batch 2023

ONLY ELIGIBLE AND INTERESTED STUDENTS OF DR. B. R. AMBEDKAR UNIVERSITY DELHI ARE ADVISED TO APPLY.

**(Mr. Sachit Sharma)
Assistant Registrar
Training & Placement Cell**