



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/ 604

8th June 2023

Sub. Placement opportunity for BBA and BCA students of GGSIP University passing out in the year 2023 “Hippo Innovations Pvt Ltd (StoreHippo)”.

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for BBA and BCA students of GGSIP University passing out in the year 2023 “Hippo Innovations Pvt Ltd (StoreHippo)” for your reference and circulation to students to apply on given link by **9th June 2023**:

Registration Link – <https://forms.gle/xByk9Mns3DJBzco7>

Name of Company – Hippo Innovations Pvt Ltd (StoreHippo)

Positions – JDs attached

- 1) Management Trainee in Sales & Client Servicing (Remote)
- 2) Lead Generation Executive - MyStore

Details of the requirement are given below:

- Students will be in the **training period for 4 months** (Management Trainee).
- The payout during the **training period is INR 15100/- per month.**
- After training, The **CTC will be offered INR 5.0 LPA**, depending on their performance.
- It is mandatory for the candidate to sign an Indemnity Bond for a year with the organization (Which is excluding the training period). And if the student leaves the services before the Bond period then in that case the student will not be entitled to any relieving certificate from the organization.

Eligibility – Students of BBA and BCA of batch passing out in 2023 having Good Communication (Spoken as well as Writing) and Strong in academics (More than 70%). Technical background is preferable.

Benefits:-

- The opportunity of selling a mature product to customer logos that one can be proud of.
- Competitive salary and bonus incentive structure with no cap for (Management Trainee- BDE).
- Opportunity to work in a high-growth SaaS company with a global vision.
- Collaborative, Growth-oriented culture.
- PF, ESIC
- 5 Days working environment.
- Fundoo Friday Activities on every alternate Saturday.
- Remote Opportunity

LAST DATE FOR REGISTRATION IS **9th June 2023**.

(Ms. Nisha Singh)
Training and Placement Officer,
CCGPC, GGSIP University

About StoreHippo:

StoreHippo is India's leading SaaS Enterprise E-commerce Platform. The platform has customers across 25+ countries and 35+ industry verticals including brands like Berger Paints, DOW chemicals, Mafatlal, Smith & Nephew, Plantix, and many more. Built on the latest MEAN technology stack and headless architecture, StoreHippo offers a 360-degree fully integrated solution for customers to build, manage and scale their B2B and D2C business models.

The company is ISO-27001 9003 certified and PCI-DSS compliant.

Company Site: <http://www.storehippo.com/>

Business Development Executive/Key Account Executive

Job Title: Management Trainee in Sales & Client Servicing (Remote)

Salary: Upto INR 5 lacs p.a.(Incentive/Bonus)

ABOUT COMPANY

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JOB RESPONSIBILITIES

1. Work with the sales team to create effective sales strategies and plans to achieve revenue targets.
2. Assist in developing and maintaining customer relationships, by providing exceptional pre-sales and post-sales service and support.
3. Prepare and deliver product presentations and demos to potential customers.
4. Gathering the business requirement & pitching the business solution (Storehippo Platform) to the clients.
5. Maintain accurate records of customer interactions, proposals, and sales forecasts.
6. Nurturing leads throughout the sales cycle with the ultimate aim of converting the lead and helping the leaders identify the platform's value.
7. Proactive approach in reaching out to customers through lead follow-up and emails.
8. Providing demo calls & screen-share sessions to B2B clients and having thorough knowledge about the product.
9. Research accounts, identify key players, and generate interest in StoreHippo products.
10. Understanding the flow of work from client interaction to communicating the requirement concisely to internal departments.
11. Providing onboarding support to the clients includes pre-sales queries about the product.
12. Define and document workflow processes, SOPs, SLAs, metrics & Policies

CORE COMPETENCIES

- Strong communication skills
- Ability to handle leads (inbound, outbound)
- Convincing skills to convert leads and inquiries into sales
- Maintain customer relationships (existing/ prospective)
- Perform effective online presentations to prospects
- Knowledge about E-commerce
- Exposure to selling SAAS-based products.
- Ability to independently handle client acquisition through various channels and follow-ups.
- Self-starter who believes in the importance of teamwork, while operating unmonitored individually.

Qualifications:

1. Bachelor's degree in business administration, marketing, or a related field.
2. Strong verbal and written communication skills.
3. Excellent organizational and time management skills.
4. Ability to work in a team environment and collaborate with cross-functional teams.
5. Ability to adapt to changing priorities and manage multiple tasks.
6. Strong problem-solving skills.

KEY SKILLS

Lead Generation, Market Research, Business Development, Online Data Mining, Requirement Gathering, Upselling, Cross-Selling, Client Retention, Client Relationship, SLA, Wireframing, User Story, Use Cases, Client Onboarding,

Lead Generation Executive - MyStore

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The company is ISO-27001 9003 certified and PCI-DSS compliant.

Company Site: <http://www.storehippo.com/>

Mystore - <https://www.mystore.in/en/>

Key Responsibilities:

- Conduct research to identify potential prospects in various industries and market segments
- Utilize various channels and tools, such as Linked In, email marketing, and cold calling to reach out to C Level Executives and generate their interest in MyStore.
- Qualify leads by assessing their needs, budget, and purchasing authority
- Nurture relationships with leads by providing valuable information and insights that help them make informed decisions
- Collaborate with the sales team to develop effective strategies for converting leads into customers
- Track and report on key metrics, such as lead volume, conversion rates, and ROI, to measure the effectiveness of lead generation efforts
- Continuously improve lead generation processes and tactics based on feedback and data analysis.

Core Competencies:

- Excellent communication and interpersonal skills, with the ability to build strong relationships with customers.
- Self-starter who believes in the importance of teamwork, while operating unmonitored individually.
- Ability to multitask, prioritize, and manage time effectively

- Strong attention to deadlines and budgetary guidelines