



CENTRALISED CAREER GUIDANCE & PLACEMENT CELL

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F. No. GGSIPU/CCGPC/2021/ 285

Dated: 15th December 2021

Sub. Placement opportunity for B.Tech/MBA students (2021/2022 batch) in the company “ConnectedH”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of placement opportunity for B.Tech/MBA students of batch passed out in year 2021 and passing out in year 2022 in the company “ConnectedH” for your reference and circulation to students to apply on given link by **18th December 2021:**

Registration Link – <https://forms.gle/nxcm9xwqp1nUzWVXA>

ConnectedH, a healthtech startup based out of Gurgaon looking to hire candidates for Tech/Product & Sales/Customer Success Vertical Requirements.

About ConnectedH –

We're working with over 150+ diagnostic centres in Delhi. With our On-Demand Phlebo product, we're creating API stack for diagnostics helping labs get more business, serve customers at home or lab with differentiated experience, deliver reports online and on WhatsApp in a seamless fashion, drive better retention through our CRM and go online with just a few clicks.

Website – <https://www.connectedh.com/>

Job Roles – JD attached

- 1) Customer Success Specialist (CSS)
- 2) Business Development Manager (BDM)

CTC –

- For Tech/Product - 8-10 LPA + ESOPs (can go higher for an exceptional candidate)
- For Sales/Customer Success - 4 - 6 LPA + 1.5 Lacs (Incentive) + Conveyance -(Candidates utperforming would be on a Faster Growth Trajectory)

Eligible Courses –

- For Tech/Product- Computer Science Grads are Ideal, but in case domain knowledge is upto mark we have no limitations on batch criteria
- For Sales/Customer Success – MBA

Eligibility criteria - 50% throughout academics, Immediate Joiner

(Ms. Nisha Singh)
Placement Officer, CCGPC



JOB DESCRIPTION

Customer Success Specialist (CSS)

What does the CS Team do?

You will be working with a team who are customer obsessed, delivering solutions to customer problems and developing an exceptional customer experience which later translates into an industry benchmark. Working with customers involves solving through chaos and building sustainable and scalable solutions. The team would be closely working with tech and product verticals for managing the customer life cycle.

Value creation & realization for the customer in order to deliver sustainable business results for organization
Customer Success would be a key MOAT for the organization to achieve rapid scale and streamlining the business operations.

What do we expect from you?

CSS would be responsible for working closely with the Customer & Internal teams (Tech, Product, Operations and Sales) and would be accountable for the following Business KRAs

- **Customer Business Growth**
 - Executing and Delivering overall Go to Market Strategy for the assigned areas/customer
 - Collaborate with customers to maximize our wallet share
 - Set right customer expectations and delivering as per the set SOPs
 - Execute and Deliver Business growth targets

- **Engaging in Product Upsell**
 - Product Adoption
 - Liaison with the customer to establish upsell opportunities
 - Product value creation & realization for the new customers

- **Relationship Building**
 - Building Long term healthy business relationships
 - Planning and Executing customer retention strategies
 - Beat Plan Adherence (Meeting the customers in your assigned territories)
 - Creating Long Term Value Vision for the customer to drive brand loyalty
 - Driving customer referrals

- **Team Player**
 - working closely with cross functional teams to drive exceptional customer experience
 - striving together to make the product a value proposition for the customer
 - Participate and contribute to the established business cadence

Job Requirements

- BTech/ MBA (Fresher/Experienced)
- Excellent verbal and written communication skills
- Risk Takers, willingness to work & learn in a startup ecosystem (love for chaos)
- Multi Tasker & Team Player
- Relationship Building & Account Extraction



JOB DESCRIPTION

Business Development Manager (BDM)

ConnectedH is looking for fresh/experienced MBA graduates for DelhiNCR as Business Development Managers. They will get a chance to work with their experienced sales force and can build a career in the healthcare industry.

Roles & Responsibilities

- ❖ Responsible for new acquisition in assigning territory
- ❖ Should be able to hunt for new targets
- ❖ Responsible for sustaining and growing assigned territories's revenue
- ❖ Laying down the roadmap for new account acquisition for the territory and ensuring its acquisition
- ❖ Strategizing and executing all account related initiatives ranging from activation to operational troubleshooting
- ❖ Maintaining a strong relationship with clients and other healthcare professionals by being the face of the brand in that community
- ❖ Capable of working independently, and having responsibility as an individual.

Job Requirements

- MBA (Fresher/Experienced)
- Excellent verbal and written communication skills
- History of achieving sales targets with proven negotiation skills
- 0-3 years of experience in Sales/Business Development
- Experience in Healthtech, Diagnostic, Saas industries is an added advantage
- Competent decision maker with an ability to create and execute strategic sales and plan for the region
- Visionary who can foresee macro factors affecting the business and strategize preemptively

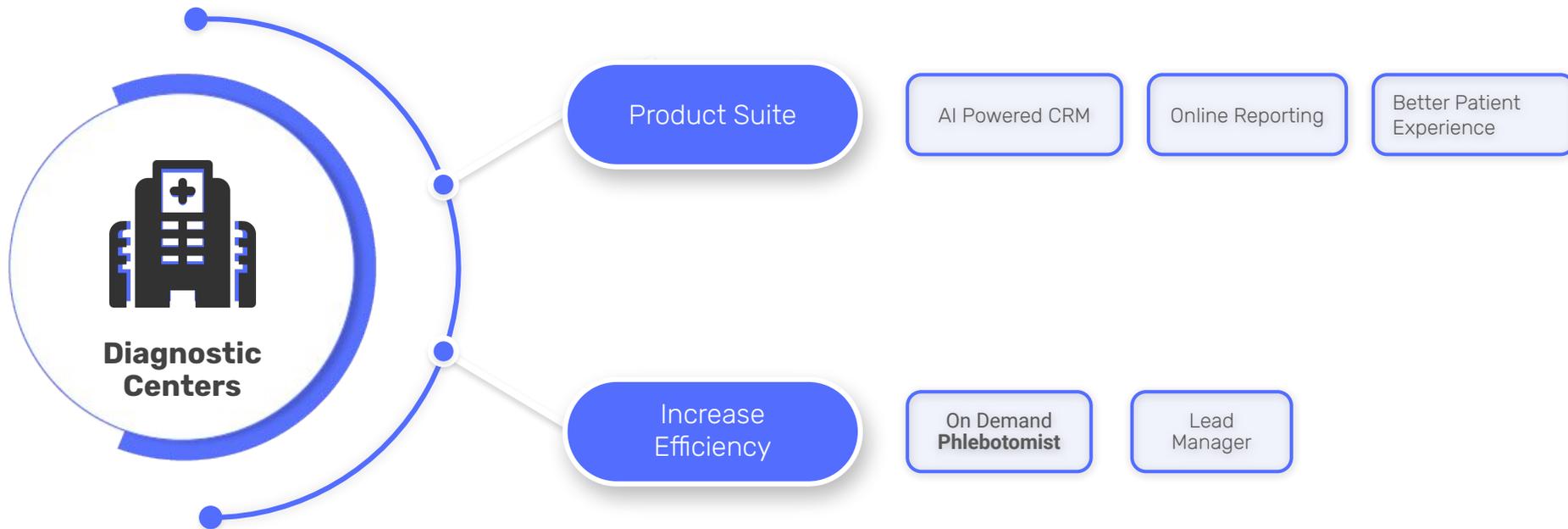
A scientist wearing a white lab coat and blue gloves is working in a laboratory. The scientist is holding a petri dish in their left hand and using a pipette in their right hand to transfer liquid into it. The background is dark and shows various laboratory equipment, including a rack of test tubes and a microscope.

Connected 
Simplifying Healthcare

What do we Do??



We are Full-Stack Enabler for Diagnostics Centers



Why are we so Excited?



3 Good Enough Reasons

1

Diagnostic industry is still unorganized

85% of the Diagnostics ecosystem in India is unorganized. Most of the owners face challenges like lack of technology penetration, lower repeat ratios, manual operations & limited customer acquisition

2

Solving For Business Growth

We focus on solving for business challenges, so rather than competing with them we enable them allowing us to work with diagnostic set ups - a bigger target audience (only a handful have chosen to solve for B2B). The opportunity market is bigger

3

Tech & Product

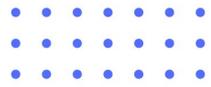
Developed a product set which essentially supercharges your diagnostic centres and unlock the power of data & technology to drive more business, better retention, improved margin for you



On-Demand Collections



On-Demand Phlebotomist – One Stop Solution for Sample Logistics



We are creating an on-demand sample collection team to empower individual diagnostic centers to provide world class experience to their patients, at minimum cost.



Variabilize and lower the fixed cost



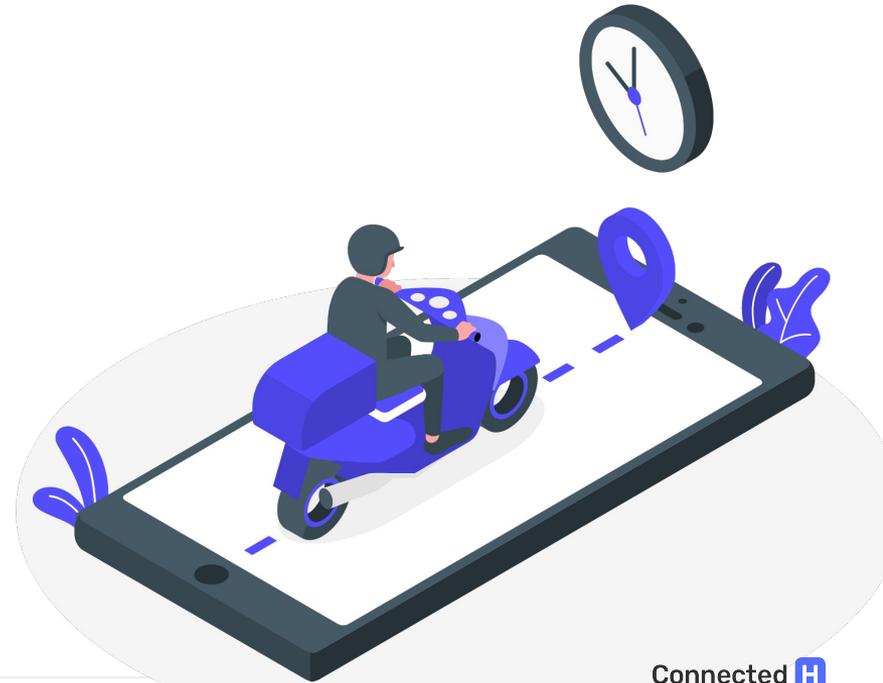
Improve quality in sample collection



Fewer Missed Order
(Improved Coverage and Timeliness)



SOP for Safety





Product Suite



We bring in more customers through our AI-powered CRM & through digital, doctor networks and corporate channel



Repeat Customer



AI-Powered CRM

~20-25% Incremental Business

New Customer



Corporate Channel

Marketplace bidding



Doctor & Hospital network

Reduce 20%-30% leakage
Increase catchment area



Digital Channel

Hyperlocal, Social channel

Our Investors



Helping us create the biggest disruption in the Healthtech Industry !!



INCUBATEFUND



FIRST/CHEQUE



Mars Shot Ventures

Our Investors



They believe in our team & in our Vision to create Diagnostic Revolution in India !!



Kunal Shah
(Cred)



Gaurav Munjal
(Unacademy)



Roman Saini
(Unacademy)



Farid Ahsan
(Sharechat)



Ashish Mohapatra
(OfBusiness)



Ruchi Kalra
(OfBusiness)



Raghavendra Prasad
(Qikwell)



Varun LauL
(Investcorp)



Dr. Shuchin Bajaj
(Cygnum Hospitals)



Rohit MA
(Cloud Nine Hospitals)



Umang Kumar



Harsh Pokharna

Founding Team



Our Vision is to be Full Stack Enabler for Diagnostic Services helping them build a better business



Suresh Singh (Founder & CEO)

Suresh is passionate about the healthcare sector. He is a NIT-trained engineer turned IIMB graduate. Has built out B2B businesses in India & South-East Asia in his previous stint at CarDekho. Passionate about photography and long driving.



Rahul Kumar (Founder & CTO)

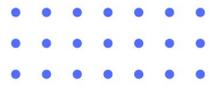
Tech Wizard, Hacker & Chief Problem Solver. His passion for coding is only matched by his entrepreneurial spirit. A man of many talents - from blockchain mining to running marathons. Leads All things Tech @ConnectedH



Shubham Gupta (Founder & COO)

A product aficionado. Led product & growth at CarDekho group out of CEO's office in his previous avatar. Graduate of IIT Kanpur. An Engineer turned Entrepreneur. Passionate about solving the challenges in the healthcare sector.

Working with leading Diagnostic Labs, Health Tech companies



Why Work with us ?



Equal opportunity Employers

Famous Samosa Parties

Open Door Policy

Career Growth in an industry at the cusp of disruption

Cool Working Environment with awesome peers to work with

Possibility to explore multiple roles - better exposure

Chance to work with a Potential Unicorn

Current Openings



Roles	Vertical	No of Vacancies	CTC	Travel Allowance	Incentives
Business Development Manager	Business	4	4-6 LPA	Yes	Yes
Customer Success Specialists	Business	4	4-5 LPA	Yes	Yes
Backend Software Engineer - PHP/MVC Design Patterns*	Tech/Product	3	10-25 LPA	No	No
Frontend Engineer*	Tech/Product	3	8-25 LPA	No	No
Quality Assurance Engineer*	Tech/Product	3	8-20 LPA	No	No
Product Analyst*	Tech/Product	3	3-4 LPA	No	No
Product Manager*	Tech/Product	3	10-20 LPA	No	No
FullStack Engineer*	Tech/Product	3	10-25 LPA	No	No
React Native Developer*	Tech/Product	3	10-25 LPA	No	No

* for Tech/Product roles please click on the roles for Job Description

* for Business roles JD is attached with the email shared

