



## CENTRALISED CAREER GUIDANCE & PLACEMENT CELL

Guru Gobind Singh Indraprastha University  
Sector 16-C, Dwarka, New Delhi – 110078  
Room No. E-409, E-Block  
Ph. No.011-25302739, Email Id: [cpc@ipu.ac.in](mailto:cpc@ipu.ac.in)

F. No. GGSIPU/CCGPC/2022/ 335

Dated: 1<sup>st</sup> March 2022

### Sub. Placement opportunity for MBA students of 2022 batch in the company “Moglix”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of placement opportunity for MBA students of 2022 batch in the company “Moglix” for your reference and circulation to students to apply on given link **by 2:00 PM of 2<sup>nd</sup> March 2022:**

**Registration Link – <https://forms.gle/8uDQCBDdjBBL4YQa8>**

Moglix is looking for candidates to be hired as Management Trainees.

Organizing an off campus placement drive at Noida 125 office as per below details:

**Date – 3<sup>rd</sup> March 2022**

**Time – Starting at 10:30 am**

**Venue – Smartworks Corporate Park Maple Towers (Tower B), 1st Floor, Sector 125, Noida, Uttar Pradesh 201303**

**Positions –**

- 1) Management Trainee – Business Development
- 2) Management Trainee – SME Online

**Eligibility –** MBA students of batch passed out in 2021 or passing out in 2022 available for immediate joining.

**CTC –** INR 4.5 LPA (4.2 LPA fixed + 0.3 LPA annual retention bonus)

Company profile and JDs attached.

LAST DATE OF REGISTRATION – BY 2:00 PM OF 2<sup>nd</sup> MARCH 2022.

(Ms. Nisha Singh)  
Placement Officer, CCGPC

<b>Role Details</b>	<b>Function</b>	SME Online   Business Development
	<b>Location</b>	Noida
	<b>Designation</b>	Management Trainee – Business Development

### Role Objective

The role requires a detail-oriented and organized sales professional who shall be working on acquiring customers through various channels including tele marketing and, in the process, provide excellent customer service while driving revenue growth.

### Role Responsibilities

- 
- Responsible for Supplier Onboarding
- Should have extensive knowledge and Exp. in Onboarding suppliers cross categories.
- Excellent Negotiation Skills: Should be rich in negotiations to meet the required Objective.
- Ready to travel: One should be ready to go on field for meeting and onboarding

### Key Stakeholders

	<b>With</b>	<b>Purpose</b>
<b>Internal</b>	Enterprise & SME	Plan acquisition of potential customers
<b>External</b>	Customer	Manage customers to ensure high Life-time value

<b>Qualification &amp; Experience</b>		<b>Essential/ Desirable</b>
<b>Work Experience</b>	0-1 years of experience in sales profile	Essential
<b>Knowledge/ Skills</b>	Excellent communication skills.	Essential
	High level of ownership, willingness to set up things from scratch	Essential
<b>Education</b>	Full-time Graduation/Post Graduation (BBA/MBA) from a reputed institute	Essential

<b>Role Details</b>	<b>Function</b>	SME Online
	<b>Location</b>	Noida, Sector 125
	<b>Designation</b>	Management Trainee

### Role Objective

The role requires a detail-oriented and organized sales professional who shall be working on acquiring customers through various channels like corporate hunting and, in the process, provide excellent customer service while driving revenue growth.

### Role Responsibilities

- Source new sales opportunities through inbound lead follow-up and outbound cold calls and emails
- Route qualified opportunities to the appropriate sales executives for further development and closure
- Close sales and achieve quarterly quotas
- Research accounts, identify key players and generate interest
- Maintain and expand database of prospects within the assigned territory
- Team with channel partners to build pipeline and close deals
- Perform effective online demos to prospects

### Key Stakeholders

	<b>With</b>	<b>Purpose</b>
<b>Internal</b>	Supplier Management & Cataloging Teams	For onboarding, product listing and servicing of vendors
	Marketing, Merchandising & Product Management Teams	For ensuring Customer Segmentation/Targeting/Positioning and smooth UI/UX
	Order Management, Warehouse & Customer Care Teams	For ensuring high CSAT and Customer NPS
<b>External</b>	Customers	Manage customers to ensure high Life time value

<b>Qualification &amp; Experience</b>		<b>Essential/ Desirable</b>
<b>Work Experience</b>	0-1 year of experience	Essential
	Excellent in communication & presentation skill	Essential
	High level of ownership, willingness to set up things from scratch	Essential

<b>Knowledge/ Skills</b>	Flair for new and evolving technologies and has a vision to transform a traditional B2B industry into a technology driven industry	Essential
<b>Education</b>	Graduation + MBA from a reputed institute	Essential

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# moglix

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Reimagining B2B commerce and supply chain with technology

© Mogli Labs Pvt. Ltd.

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We are one of Asia's largest and fastest-growing **B2B commerce company** specializing in B2B procurement of industrial products and packaging consumables. We provide digital procurement and supply chain solutions across industries as well as making it tax compliant.

We are headquartered in Singapore with a robust warehouse and logistics network, providing procurement services across India, Europe, SEA, UK, and UAE. We have received national and international accolades for innovation in procurement and supply chain and our customers include large companies such as Unilever, Havells, Vedanta, Tata Projects, among others.

Launched in the year 2015, Moglix was started with the vision to reimagine B2B commerce and supply chain with technology. Our marketplace sells industrial goods to over **500K SMEs**. We are present in **30+ locations** across India, We are growing at **300% year on year** by continuously innovating to impact India's \$300 billion Manufacturing Sector. It is led by a passionate team comprising alumni of ISB, IIMs, IITs, MDI, XLRI, BITS with professional experience at Google, Tata Steel, Amazon, Paytm, Delhivery, Snapdeal, etc.

# Our CEO cum Founder



Rahul Garg is a tech enthusiast with extensive experience in Strategy, Product Management, and Operations in the technology industry.

Prior to founding Moglix in April 2015, Rahul, who is an alumnus of IIT Kanpur and of India School of Business (ISB) Hyderabad, was the Head of Advertising & Strategy at Google Asia.

He holds 16 US patents in the domain of product management and technology and is strongly committed to the vision of reimagining B2B commerce and supply chain with technology.

***Rahul Garg***



**Xoogler**

# Our Vision |

Reimagining B2B Commerce & Supply Chain with Technology

# Core Values

Be flexible & open to new things to move ahead quickly & easily.  
Adapt & Adopt!

Strive to excel in by giving it your best rather than settling for Just Good Enough!

Keep your commitments, Admit your mistakes, Walk the Talk

## FEARLESSNESS

## AGILITY

## COLLABORATION

## EXCELLENCE

## INNOVATION

## INTEGRITY

## OWNERSHIP

Say what you think is right in an appropriate manner, Take & make tough decisions

Build trust, work in a cohesive manner as One Team One Company!

Challenge prevailing assumptions, Create impactful ideas

Take accountability of your tasks, responsibilities, teams and own it

1

2

3

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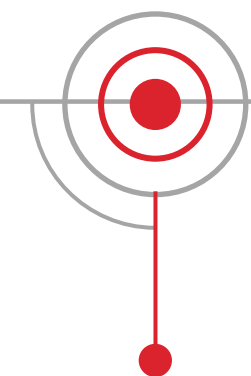
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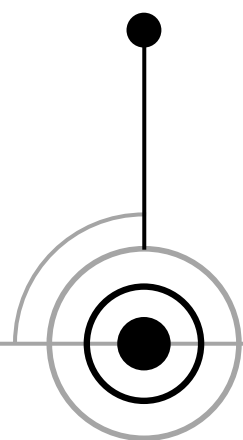
# Our Journey

2015



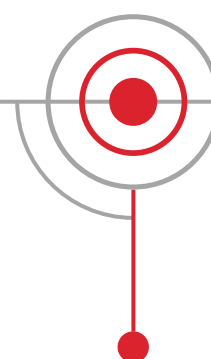
- Seed raised by Ratan Tata and Accel Partners
- Launched Moglix Marketplace
- Acquired 200 suppliers

2016



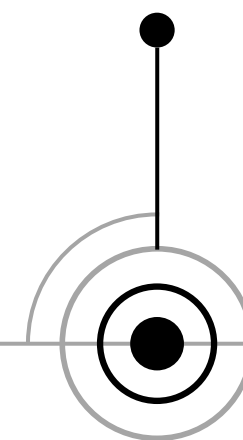
- Series A funding with Accel & Jungle Ventures
- Started export to 30 countries & acquired 1500 suppliers
- Introduced Moglix Business for large enterprises
- Launched a SAAS-based tax compliance application solution for manufacturing units
- Won The Smart CEO Startup Award

2017



- 250+ employee base
- Increased export base to 60 countries
- Increased supplier base to 3000
- Reached to >2,00,000 SMEs
- Won the Lumis Entrepreneurial Excellence Award
- Series B funding – IFC joins investor family

2018



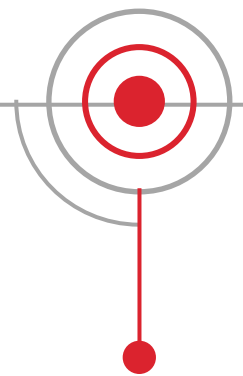
- 100+ export locations, 5000+ suppliers
- Awards – SAP Ace, Deloitte Tech Fast 50, Business World Young Entrepreneur, Business Today's Coolest Startups in India, & iBrands 360 WCRC Leaders of the Year
- Series C funding led by Accel US & IFC

# Our Journey...

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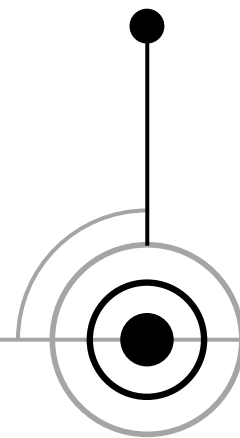
- 
- 900+ employee base
  - 110+ export locations, 14000+ suppliers, 2000+ manufacturing plants
  - Launch of - Credlix, EPC, Custom manufacturing
  - Awards: Inflection - Startup of The Year Award for Manufacturing Supply Chain Innovation
  - Moglix Packaging Solutions & EOC ( Internal Order management software) launched

**2019**

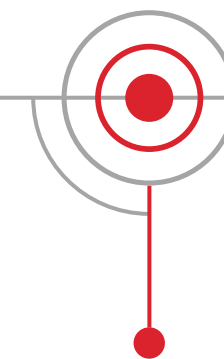


- 500+ employee base
  - 120+ export locations, 9000+ suppliers, 500+ manufacturing plants
  - Reached to >5,00,000 SMEs
  - Awards – IREC B2B eRetailer of the Year, Fortune 40 Under 40, BW Businessworld Digital India, CIPS Asia Supply Management, 9th Annual Entrepreneur India Congress, and IDC DX
  - Flipkart's CEO Kalyan Krishnamurthy joins the investor family
  - Series D funding led by Tiger Global, Sequoia & Composite Capital
- 

**2020**



**2021**

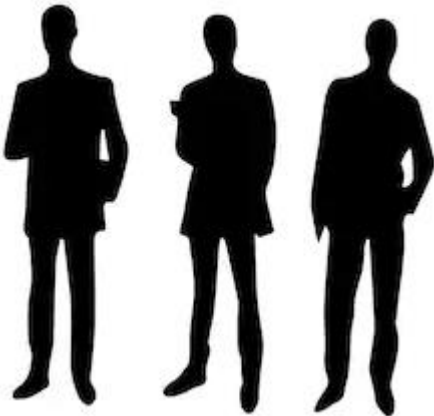


- 1000+ employee base
  - Moglix is now a “Unicorn” after raising \$120 million in series-E funding.
  - Launch of TAAS
-

# Our History



From a humble beginning to expanding nationwide



From a 3-member team to a family of 1000+ professionals



# Our Revenue Generating Streams



**Online &  
SMEs**



**Large  
Enterprise**




**Packaging**



**SaaS  
Products**

# Our Awards and Recognitions

Moglix has received nation-wide recognition for innovation and entrepreneurship.



THE SMART CEO  
STARTUP 50

The Smart CEO  
Startup 50  
2016



TE DELHI  
NCR  
FOSTERING ENTREPRENEURSHIP

Tie Lumis Entrepreneurial  
Excellence Award  
2017



YOUNG  
ENTREPRENEUR  
SUMMIT & AWARDS

Business World Young  
Entrepreneur Award  
2018



WCRC  
WORLD CONSULTING & RESEARCH CORPORATION

WCRC Leaders of  
the Year  
2018



BT

Business Today's  
Coolest Startups In India  
2018



INDUS Presents  
SAP  
ACE  
2018

SAP ACE Awards  
for Sourcing Excellence  
2018



5<sup>th</sup> BW BUSINESSWORLD  
DIGITAL  
INDIA SUMMIT  
& AWARDS

BW Businessworld  
Digital India Awards  
2019



FORTUNE  
40 UNDER 40  
INDIA'S BRIGHTEST BUSINESS MINDS

Fortune 40 Under 40  
2019



50 | Technology Fast 50  
2018 INDIA WINNER  
Deloitte.

Deloitte Technology  
Fast 50 India  
2019



500 | Technology Fast 500  
2018 APAC WINNER  
Deloitte.

Deloitte Technology  
Fast 500 APAC  
2019



CIPS ProcureCon ASIA  
INDIRECT & DIRECT  
SUPPLY MANAGEMENT  
AWARDS 2019 ASIA

CIPS Supply Management  
Awards Asia  
2019



Entrepreneur.  
2019  
Media Partner  
GLOBALKART BUSINESS

Entrepreneur Award  
2019



INFLECTION  
Alden SIMM  
Singapore Institute of  
Materials Management

Startup of the Year Award  
2020

# Our Board of Advisors

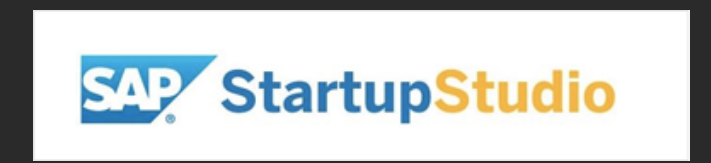
Our Investors are top-notch VCs and executives in technology and supply-chain



## Our Investors



## Our Partners



# Our Locations across the Globe

## Headquarter & Corporate Office

**Singapore**  
#04-08/09, Block 79, Ayer Rajah Crescent

**Noida**  
D-188, Sector - 10, Noida, Uttar Pradesh

**United Kingdom**  
26 Thorney Lane South, Iver, Buckinghamshire, SLO 9AE

**Abu Dhabi**  
KIZAD ( KhAlifa International zone Abu Dhabi )

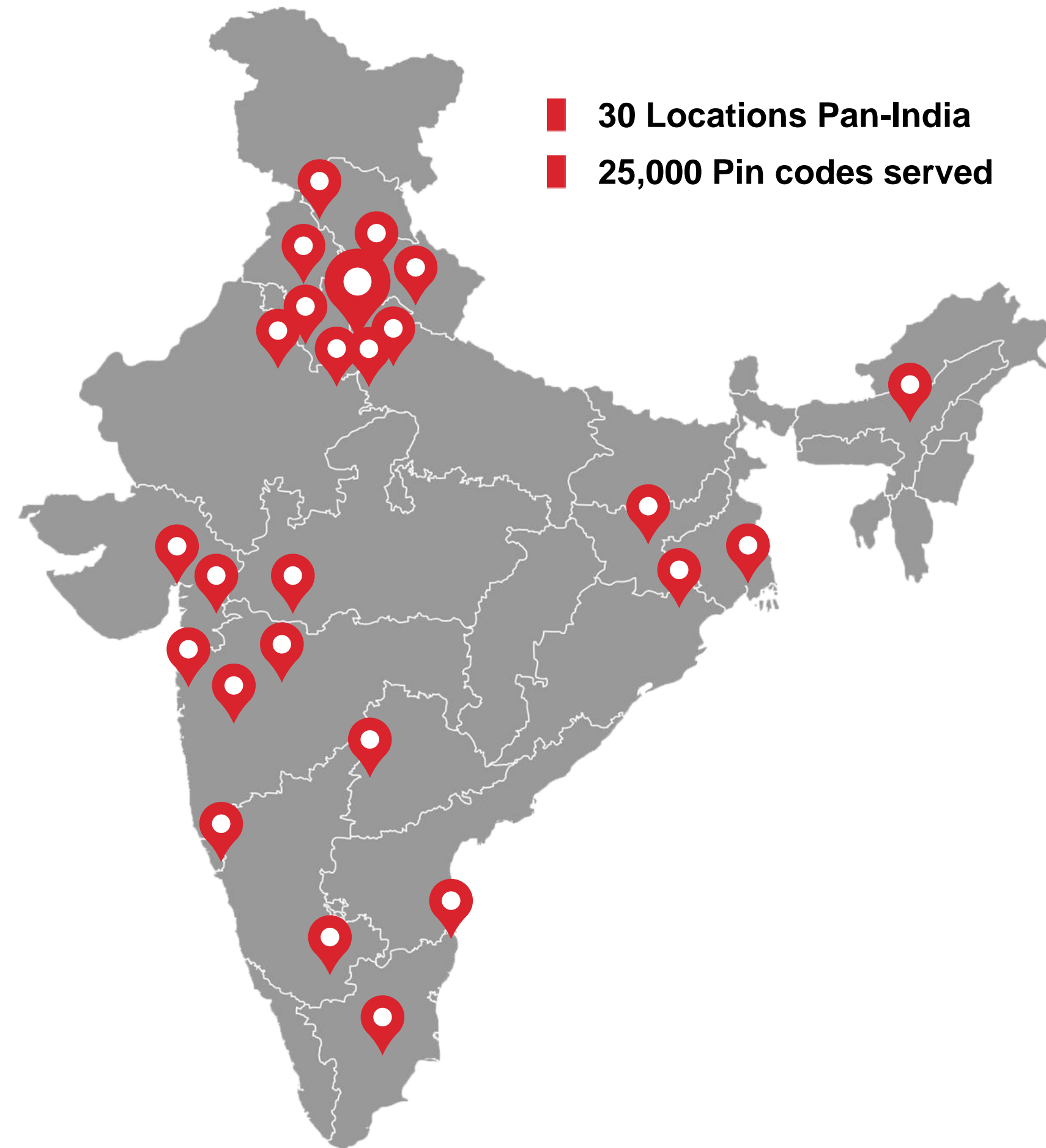


# Our Locations in India

We have regional offices and fulfillment centers across India.

## Regional Offices & Warehouses

- |              |             |              |            |
|--------------|-------------|--------------|------------|
| ■ Pune       | ■ Mumbai    | ■ Kolkata    | ■ Cuttack  |
| ■ Ahmedabad  | ■ Chennai   | ■ Delhi      | ■ Rudrapur |
| ■ Faridabad  | ■ Pantnagar | ■ Manesar    | ■ Haridwar |
| ■ Aurangabad | ■ Madurai   | ■ Bangalore  | ■ Silvassa |
| ■ Ludhiana   | ■ Hyderabad | ■ Indore     | ■ Vadodara |
| ■ Noida      | ■ Barmer    | ■ Dharwad    | ■ Hosur    |
| ■ Udaipur    | ■ Gurgaon   | ■ Jamshedpur | ■ Bharuch  |
| ■ Goa        | ■ Guwahati  | ■ lucknow    |            |



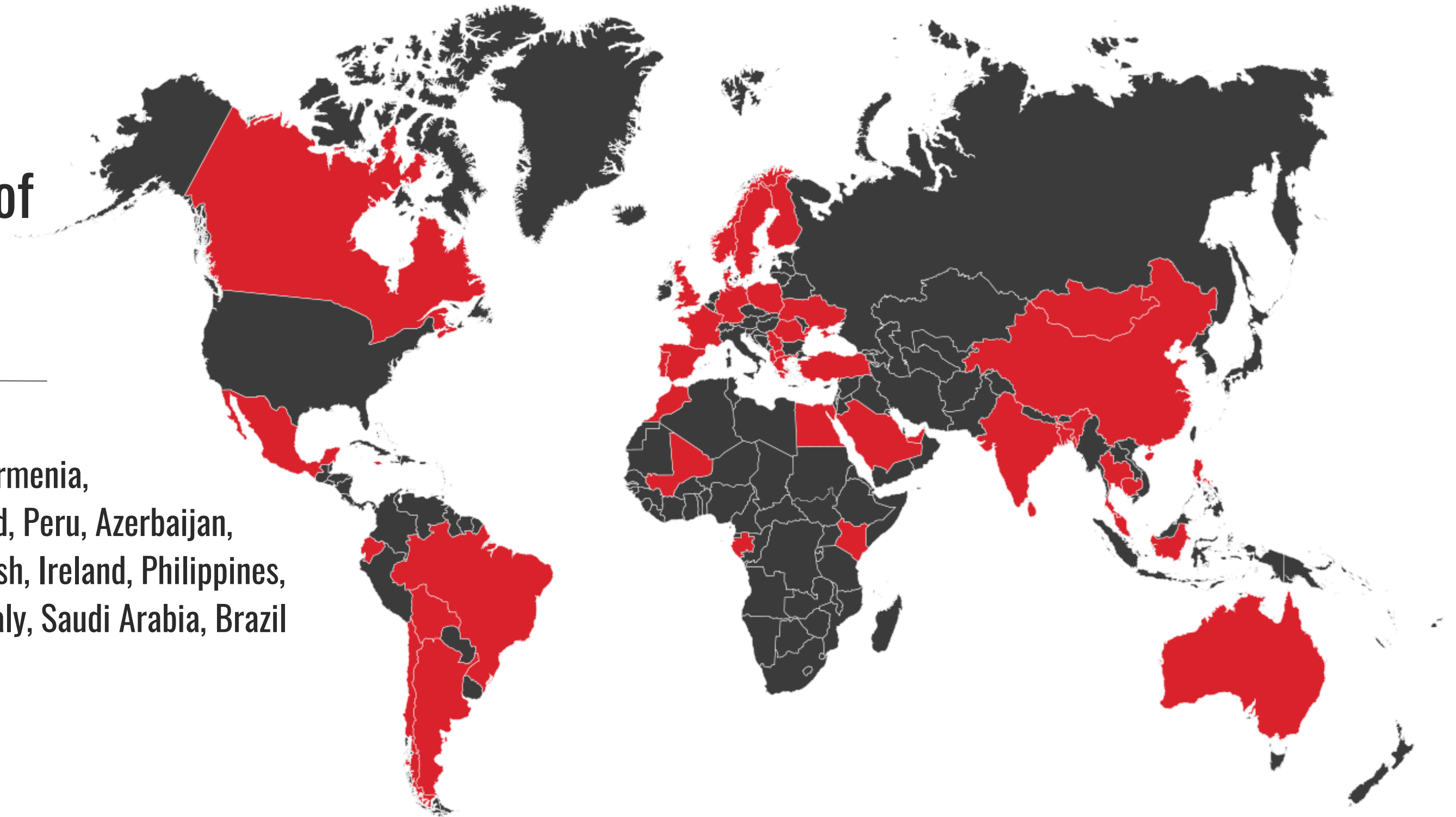


# Our International Footprints

We export to 120+ countries and import from 3 countries.

Below is the  
list of few major  
export destinations of  
**Moglix**

Argentina, Hong Kong, Norway, Armenia,  
Hungary, Oman, Australia, Iceland, Peru, Azerbaijan,  
Indonesia, Puerto Rico, Bangladesh, Ireland, Philippines,  
Belgium, Israel, Qatar, Bolivia, Italy, Saudi Arabia, Brazil  
and many more...



# Opportunity to work with **SMART Professionals**



Best in-class talent coming from strong academic institutions having extensive experience at leading organisations

## Strong Educational Pedigree



## Strong Industrial Experience



# Moglix making News!



[B2B ecommerce platform Moglix enters unicorn club with \\$120 million funding: Economic Times](#)

[Moglix lands \\$60 million funding led by Tiger Global and Sequoia Capital - Economic Times](#)

[Moglix the fastest growing Indian tech company: Deloitte](#)

[Moglix among the BT India's coolest startup list](#)

[Moglix raises \\$23M to digitize India's manufacturing supply chain](#)

[Industrial B2B start-up Moglix to expand to Industrial B2B start-up Moglix to expand to more towns: Hindu business line](#)

[Moglix - Where Business Meets Technology: CNBC Awaaz](#)

# Life @Moglix

moglix

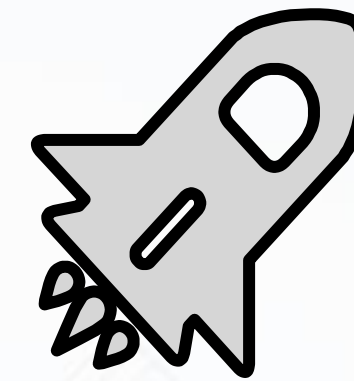


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**With Best Wishes**



**Human Capital Team**



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**moglix**

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