



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/ 739

04th September 2023

Sub. Internship opportunity for BBA and MBA students of GGSIP University of the batch passing out in year 2023 or 2024 in the company “Losung 360”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Internship opportunity for BBA and MBA students of GGSIP University of the batch passing out in year 2023 or 2024 in the company “Losung 360” for your reference and circulation to students to apply on given link by **06th September 2023**:

Registration Link- <https://forms.gle/poi9m1MMSy7aFhSm7>

Name of Company: Losung 360

Role: HR Operations Intern, Duration is 3 months and there is PPO (Performance Based)

Location: Gurgaon, Haryana

Stipend: INR 10,000/ Month

Eligibility:

- BBA or MBA students of 2023 or 2024 passing out batch.
- The applicant should be a current resident/ must relocate to Gurgaon/ South Delhi for a comfortable commute.
- The students need to come for a face to face interview - Final Round.
- Only Graduates 2023/2024 are eligible.
- They must have relevant backgrounds in HR.
- The student should be pre-informed that it is a work from office internship.

Process of Recruitment:

- Screening Round
- Virtual Round - HR Round
- Face to Face Interview - Final Round

JD attached for more information.

LAST DATE FOR REGISTRATION IS **06th September 2023**.

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



About Losung360:

We are an Ecommerce Brand Enabler currently serving 45 plus brands. Our business is divided into 2 main verticals: Demand Fulfilment and Demand Generation. Under Demand Generation we provide Cataloguing, Digital Marketing and Visual Planning (Creatives and Content) to our customers Under Demand Fulfilment, currently, we operate in 8 Fulfilment Centres in Gurgaon, Kolkata, Hyderabad, Bangalore, and Mumbai spanning across 06 lakh sq. ft.

Role: HR Operations Intern

Location: Gurgaon, Haryana

About the Opportunity:

Looking for a person who wants to build their career in core HR. This opportunity will give you the exposure in end-to-end operations, employer branding and people management. You will be working in a fast-paced organisation where you will be assisting on various projects. You will get to understand the whole employee lifecycle.

If you are a recent graduate who is willing to learn and explore this challenging journey, you will be a perfect candidate for us.

Qualifications:

1. Basic Excel Knowledge.
2. Must have internship experience in HR.
3. Willingness to learn and develop new skills.
4. Should be a graduate.
5. Should be willing to work under pressure.



About Us

Losung³⁶⁰

Empowering Brands to Sell Better Online

The contents of this document is intended to supplement a discussion with Losung 360. It will be meaningful only to those in attendance

Our vision is to empower businesses to sell better online

Vision Empower Ecommerce Businesses to Sell Better Online, thereby enabling them to achieve their Revenue Fulfilment objectives

Values **Customer Focus**

Customer is the center of the universe. Everything begins with understanding and acting on the problems of the customer

Being Time-bound & Action Driven

Being in a dynamic industry, deliver on objectives on time, to scale efficiently

Value Creation for Shareholders

Build and grow our products and business within a span of 3 years

Build Deep and Meaningful Relationships

Work closely with vendors, partners and customers to achieve a win-win outcome. Long lasting partnerships deliver progress and establish trust!

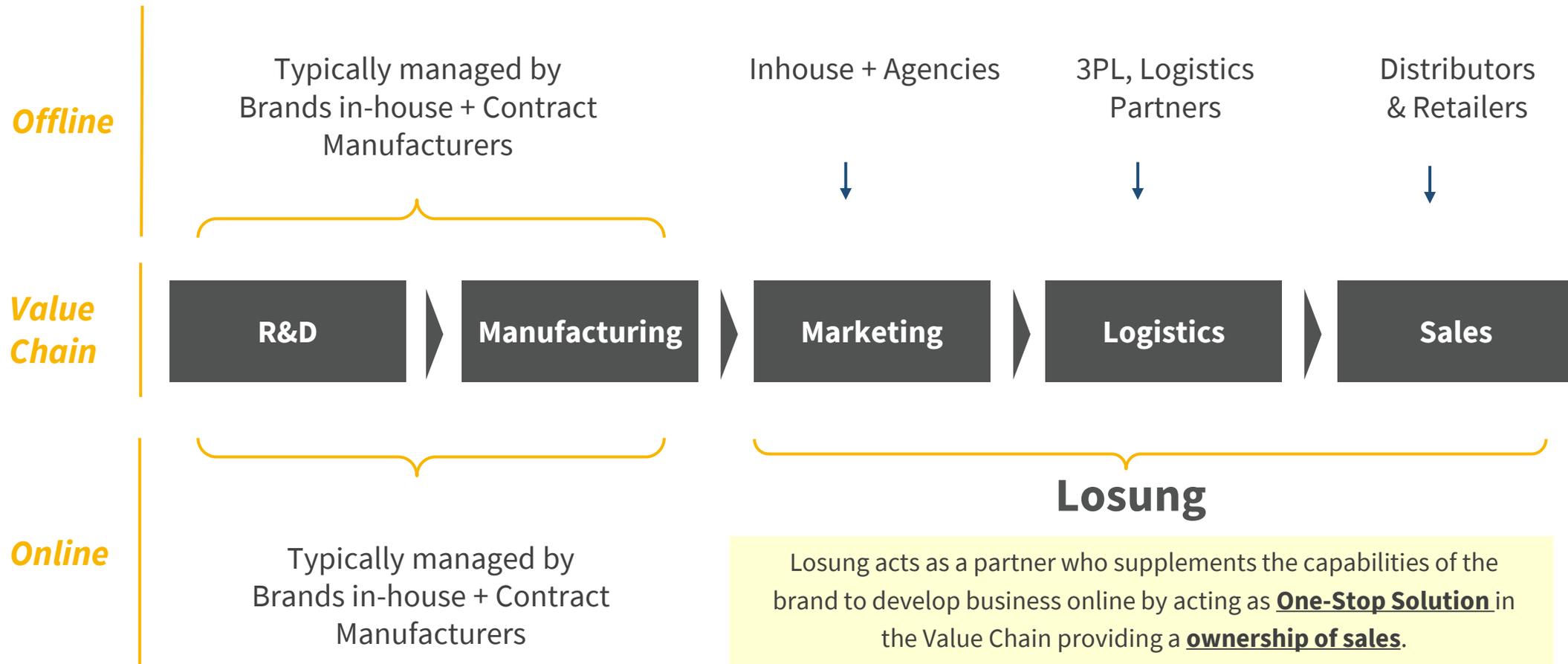
Why brands come to Losung

Key questions faced by brands considering e-commerce entry/ expansion

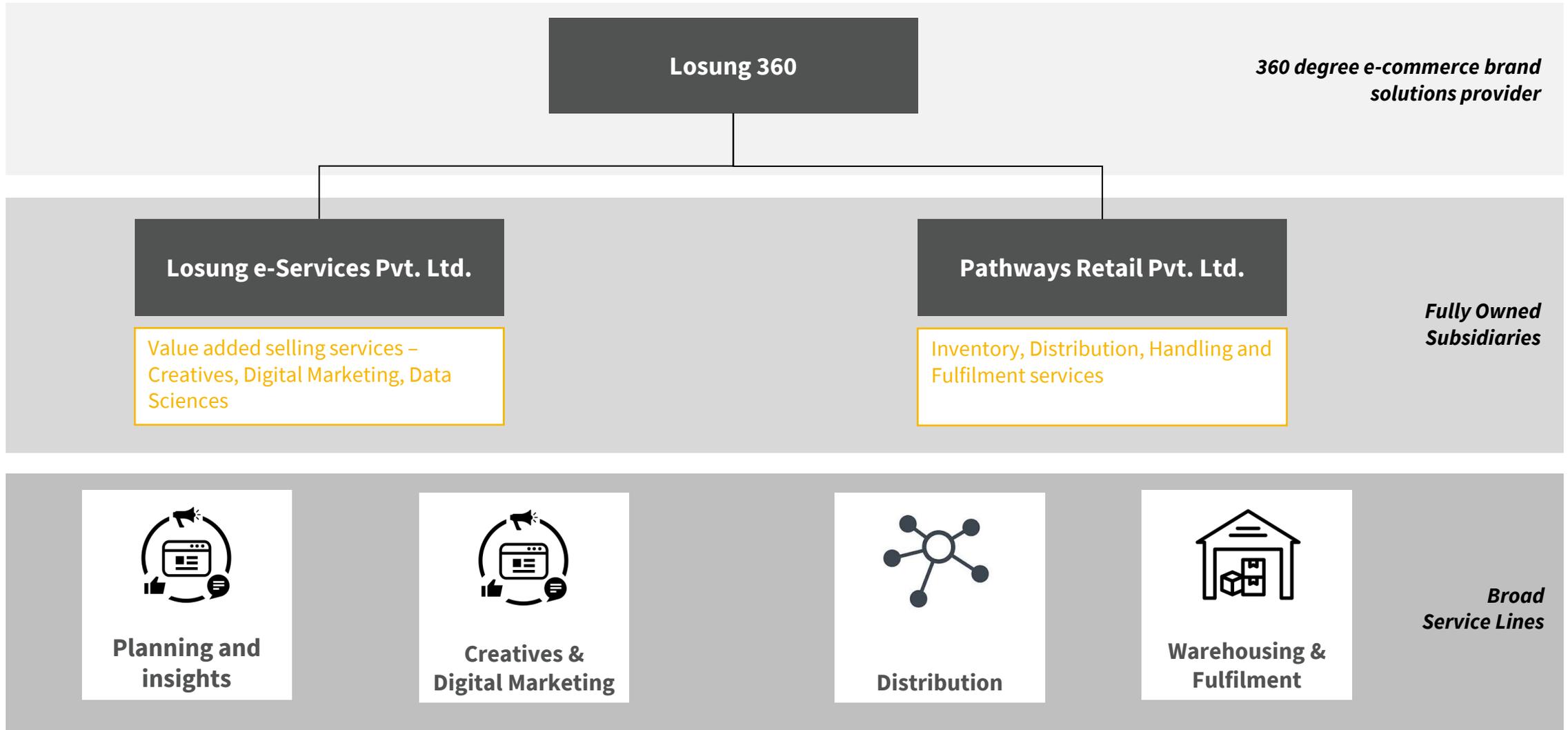


- **How should we enter e-commerce?**
- **Where should we start? Which channels/ portals?**
- **How should we think about our supply chain for e-commerce?**
- **What will be the execution roadmap**
- **What will our brand's potential be?**
- **How do we connect with our digital customers?**
- **How do we execute digital marketing?**

Currently, brands retrofit offline solutions for the online channel too. This is expensive, ill fitted and with no ownership of sales



At Losung 360 we are building a full suite of services to enable brands



Some Current Key Pointers About Us

Revenue (INR) FY 2022:

INR 300 crores

GMV Generated via Fulfilment Services:

INR 400 crores

Profitability:

Double-digit EBITA Positive
PAT positive since inception

Diversity in Talent

Ex- Management Consultants,
Supply Chain Experts, Production
& Creative Teams, Strategists
from 20+ states from all 4 zones

Team Strength:

On-role: 200
Off-role: 300 to 600

Fulfilment Space:

Approx 6 lakh sq. ft.

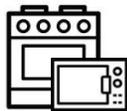
Fulfilment Sites' Locations



Categories and Brands Utilising Our Fulfilment Network and Services



Large
Appliances



Small
Appliances



FMCG



Hindustan Unilever Limited



Furniture

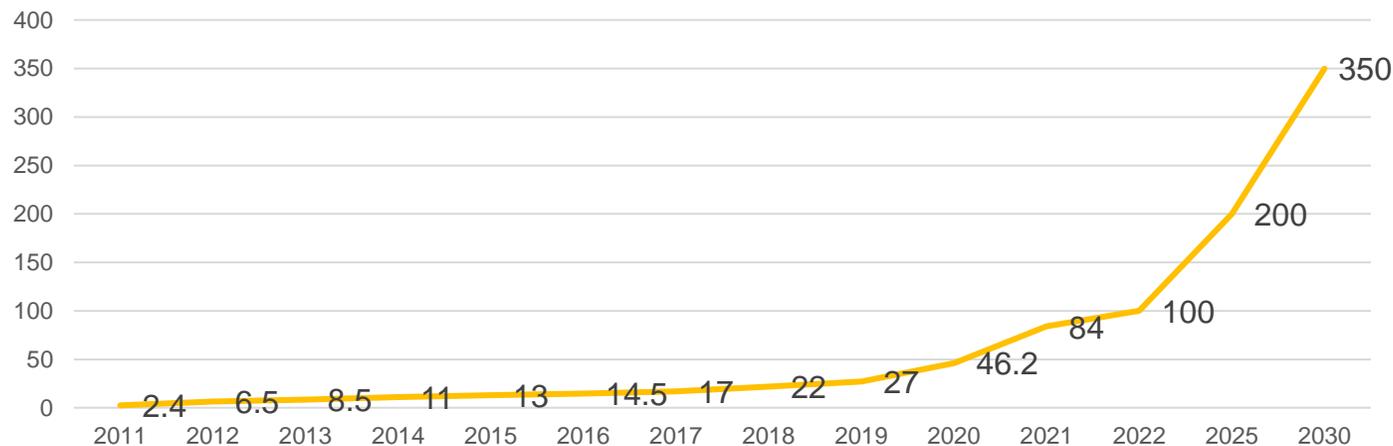


Home
Improvement

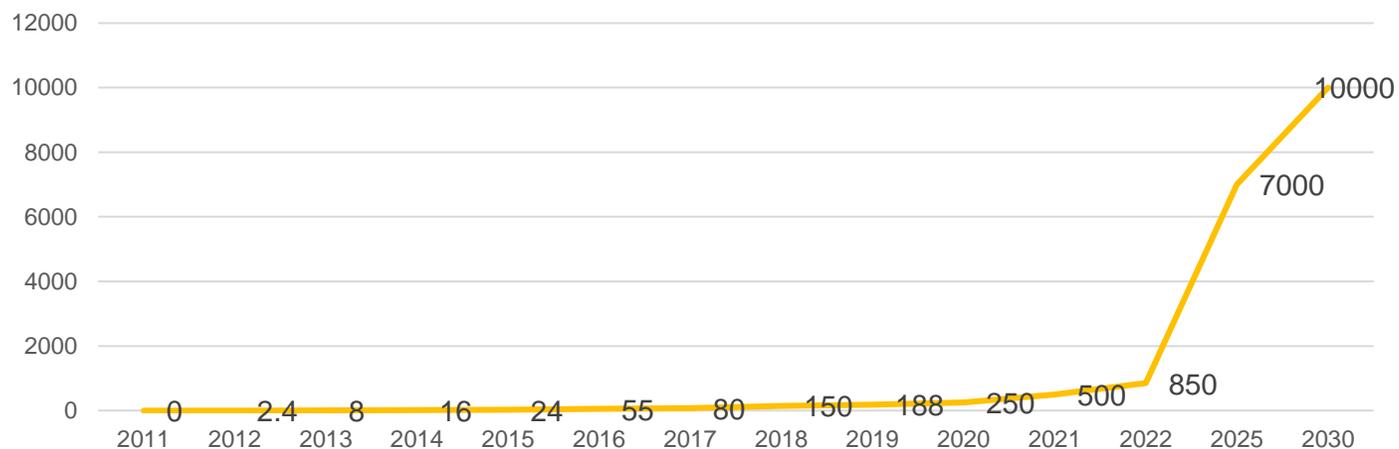


What do we Want to Achieve in Future?

Indian Ecommerce GMV in \$ Billion



Losung 360 GMV in INR Cr



- We have been able to launch desirable and scalable Fulfilment and Demand Generation Services
- As an Ecommerce Brand Enabler, we aspire to grab the maximum share in the Enablement story
- Aim is to launch standardised and scalable solutions for the customers in the next 5 years with the required product-market fit
- **We are bottom-line positive, having said that, the aim is to scale fast by deploying larger chunk of fund infusion (equity and debt) to achieve the required scale and beat the competition**

What do we Want to Achieve?: *A glimpse into the Product Line-up*

- One evolving solution for numerous targeted customers
- Tech enabled
- Focused on Fulfilment

Product Line-up

**D2C with Last
Mile Integration**

Enable brands to sell on their own on their website or mobile app

Marketplace Ops

Enable brands and sellers to sell on Amazon, Flipkart etc.

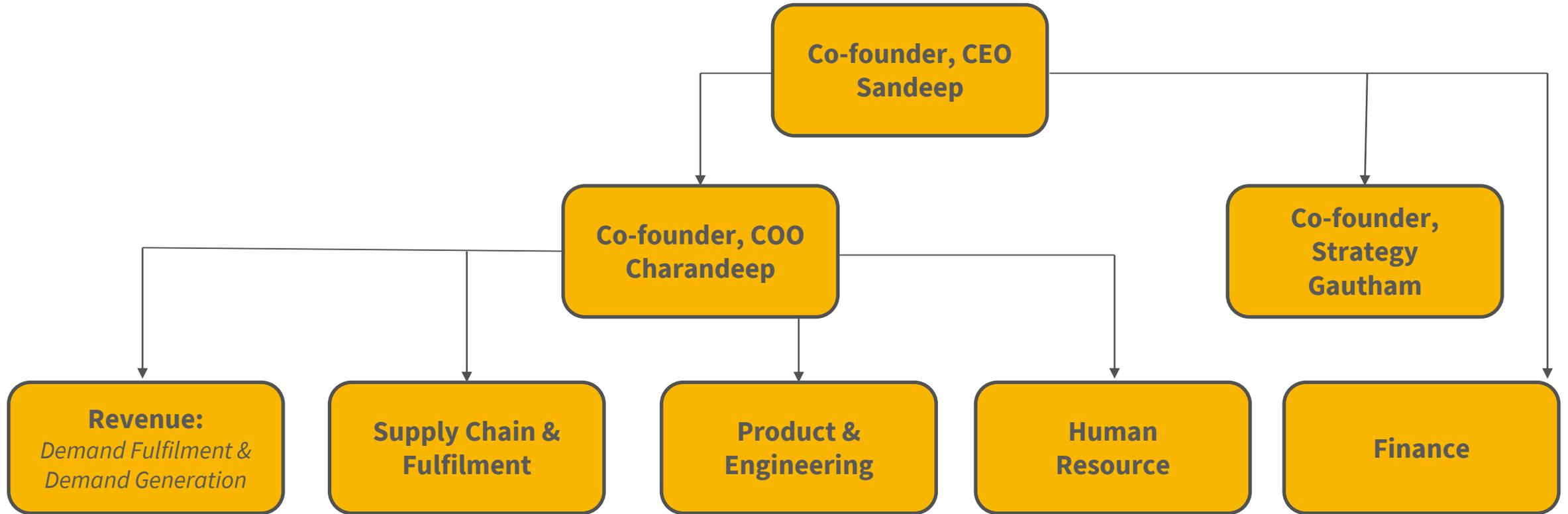
Sub-contracting

Enable ecommerce portals to meet their fulfilment goals

**Ecommerce
C&F**

Enabling large brands to fulfil their orders in a speedy, scalable and a cost effective way

Organization Hierarchy



At Losung our focus is to bring smart people together so they can tell us what to do!



Sandeep Bindra
Co-founder & CEO, Losung360

Ex – RIL, Tata Telecom
Thinks at scale, adaptive and is excited by new business models



Charandeep Kapoor
Co-founder & COO, Losung360

Ex – Coca Cola
Team builder, Client service excellence and focused on brand building



Gautham T.
Co-founder & Strategy, Losung360

Ex – Goldman Sachs, UC Strategy
Critical thinker, Data driven and excited about building great products



Shishir Chauhan
Head, Supply Chain and Fulfilment, Losung360

Ex – Amazon and TCS Logistics



Mrinal Gulati
Sr. Manager – Portal Ops and Cataloguing

Ex – Reliance Retail and H&M



Suman Khanal
Head of Engineering, Losung360

Ex – Idea, Ipsos
Meticulous, detail oriented and excited about the possibilities with data



Shashank Kumar
Central Fulfilment Planning, Losung 360

Ex – Supply Chain Consulting



Gurpreet Singh
Head of Finance, Losung 360

Ex – EY, Stalk Buy Love and CA



Ankit Kumar Singh
Tech Project Manager

Ex-management consultant, tech implementation expert

BENGALURU

GURUGRAM

HYDERABAD

KOLKATA

MUMBAI

NEW DELHI

Losung³⁶⁰

Empowering Brands to Sell Better Online

HQ:

3rd Floor,
Vipul Business Park, Sohna Rd,
Sector 48, Gurugram,
Haryana 122001