



**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/\_663

24<sup>th</sup> July 2023

**Sub. Placement opportunity for students of GGS IP University of the batch passing out in year 2023 in the company “Zunpulse Tech Pvt Ltd”.**

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for students of GGS IP University of the batch passing out in year 2023 in the company “Zunpulse Tech Pvt Ltd” for your reference and circulation to students to apply on given link by **25<sup>th</sup> July 2023, 2:00 PM:**

**Registration Link – This opportunity has been uploaded Pod.ai Platform, you are required to accept the same and share with your students through your Pod.ai account.**

For POD platform related queries please call at +91-11-41179695 or write to support@pod.ai

**Name of Company:** Zunpulse Tech Pvt Ltd

**Positions:** MT Sales for B2B and B2C.

**Eligible Degree:** Graduate/Post graduate students of 2023 passing out batch

**Number of open positions:** 10

**CTC:** INR 5.4 LPA where INR 3.6 will be fixed and will have up to 1.8 lacks of incentive.

JD attached for more information.

**LAST DATE FOR REGISTRATION IS 25<sup>th</sup> July 2023, 2:00 PM.**

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

**Company:** ZunRoof Tech Pvt Ltd

**Job Title:** MT Sales

**Location:** Gurugram/ Hyderabad / Mumbai / Lucknow

**Job Description:**

Zunpulse is the smart home brand started in 2020 by Zunroof tech, a home technology startup in India. Zunpulse allows the customer to smartly use and manage the electricity inside their homes. Zunpulse is a home automation brand that brings smart devices to the consumers to make them experience the future of living. We want to bring the experience of smart homes by turning every home more comfortable, convenient and contactless with our wide range of smart home devices. Zunpulse promises the smart experience with smart lighting, control and security products. Zunpulse has already installed more than 50000 devices across India and will turn every home into a smart home in future

**Job Responsibilities:**

- Technical sales calls with prospective clients, explaining solar rooftop system to them and the ZunRoof advantage
- Handle day-to-day marketing operations such as offline/online marketing campaigns, inventory of marketing material.
- Present, promote and sell products/services using solid arguments to existing and prospective retailers/vendors
- Establish, develop and maintain positive business and customer relationships
- Expedite the resolution of customer/retailer problems and complaints to maximize satisfaction
- Coordinate sales effort with team members and other departments
- Analyze the territory/market's potential, track sales and status reports
- Supply management with reports on customer needs, problems, interests, competitive activities, and potential for new products and services.
- Keep abreast of best practices and promotional trends · Continuously improve through feedback

**What do we need?**

- Ability to communicate, present, and influence all levels of the organization, including executive and C-suite level.
- Expertise with number crunching, financial planning, creating presentations, and other written collateral.
- Aptitude to work in a fast-paced organization with an analytical mindset, number-driven, negotiation, facilitation and reasoning skills.
- Go-getter with a never give up attitude
- Graduate/Post Graduate from a premier institute is preferred (but not mandatory)

**What we offer?**

- Salary: As per industry standards
- Great learning curve with an all-IIT founding team

**About Zunpulse:**

Zunpulse is India's leading smart electricity start-up, powered by a mix of IOT, AI & data analytics. We bridge energy consumption & supply issues in India through our range of electrical products, all managed from one app. We are building cutting edge technology to control every appliance in one's house through in-house developed IoT-enabled hardware and accompanying app. The company was founded in June 2016 by Pranesh Chaudhary and Sushant Sachan, both alumni of IIT- Kharagpur.

In 5 years of starting up, the company has impacted over 1 lakh homes, installed over 25 MW of rooftop solar & delivered 200,000+ products across India.

### **Work Culture:**

At Zunpulse, we believe that every individual of the firm owns and runs the business. At Zunpulse, we follow the OKR methodology to evaluate individual performance. Hence, every task that you will be performing will be quantifiable, challenging yet achievable and directly aligned with the goals of the company. We sincerely believe in investing in-house talent and the ideas of our in-house talent. At Zunpulse, you will get a chance to witness how the entire firm comes together to ensure you witness your ideas getting implemented every single day. You will get a chance to discover your true potential and a chance to set new standards in the firm. We perform the recognition of excellence with the great zeal in the form of monthly and quarterly awards, appraisals and ESOPs allotment.

While we continue to grow at 300% y-o-y, we never miss an opportunity to celebrate key moments of this rollercoaster journey. At Zunpulse, we cherish every sale, every birthday and every launch. While many businesses saw disruptions due to COVID-19 and were thinking on how to restart their operations, people of Zunpulse were working towards launching new business verticals.

### **To know more about us refer**

[www.zunpulse.com/](http://www.zunpulse.com/)

[www.zunsolar.com/](http://www.zunsolar.com/)

[www.zunpure.com/](http://www.zunpure.com/)

[www.zunroof.com/](http://www.zunroof.com/)

 [Koi Start-up Perfect Nahi Hota | Celebrating 5 years](#)

**Company:** ZunRoof Tech Pvt. Ltd.

**Job Title:** Associate / Sr. Associate (**ZunPulse**)

**Location:** Bengaluru

**Job Description:**

If you are charged up by accomplishing targets and not by excuses, if you want to become an early age leader, if you have it in yourself to turn the world upside down to achieve what you want to achieve, if you want to be the one to tell yourself what to do instead of somebody else telling you what to do, if you want a growth curve in your professional career with a slope whose third derivative is positive, if you want to be a part of the journey of a home tech start-up growing at 300% y-o-y, if unsolved problems keep you restless and sleepless, if you are an aspiring entrepreneur, if you want to become a co-author in writing a chapter in the success saga of ZunRoof, then this role is meant for you.

We are seeking high-energy individuals seeking entrepreneurial experience to join our business team. As an Associate, you are going to be working with Zunroof's **smart home business vertical (Zunpulse)** by liaising business partnerships with real estate developers, hotels, etc., and implementing go-to-market plans.

**Responsibilities:**

- Identify opportunities and generates sales for company IoT offerings
- Achieving annual and quarterly business objectives and revenue targets
- Actively identifying & approaching potential clients and generating new leads
- Being the face of the company and introducing the company & product to the prospects to build a funnel
- Communicating compelling value propositions in pitches to the customers
- Write creative communication (emails/ In mails) to grab the attention of prospects
- Managing existing accounts and relationships with the existing customers

**What do we need?**

- Ability to effectively communicate & influence all levels of an organization
- Aptitude to work in a fast-paced organization with a strong interpersonal, analytical, and reasoning skills
- Ability to stitch a strong link of the business network in the corporate world
- A go-getter with a never give up attitude

**Desired Candidate:**

- 1-2 years of prior experience in selling High-value products/services to corporates, businesses, and HNIs
- B.Tech / MBA from a premier institute
- Experience in the Real-estate industry is preferable

**About ZunRoof:**

ZunRoof is a home-tech company, powered by a mix of Image Processing, Virtual Reality, IoT, and Data Analytics. They are solving energy issues of India by using un-utilized rooftops for solar, and by providing sense and control of every appliance in one's house through in-house developed IoT-enabled hardware and

accompanying apps. The company was founded in June 2016 by Pranesh Chaudhary and Sushant Sachan, both alumni of IIT- Kharagpur. In six years of starting up, ZunRoof has already become the #1 choice for residential and SME clients in India for solar. To date, the company has assessed lakhs of homes and has installed 20 MW+ of rooftop solar & 1Lakh+ IoT devices across 75+ cities in India.

#### **About Founders:**

Pranesh Chaudhary (Founder and CEO) - An IIT Kharagpur alumnus, Pranesh Chaudhary, has extensive subject matter expertise in Credit Cards, Insurance, Small businesses, and Auto Finance. Pranesh had seven years of experience across some of the largest financial services firms in the world before he founded ZunRoof in mid-2016.

Sushant Sachan (Founder and Chief R&D officer) - An IIT Kharagpur alumnus, Sushant Sachan, is an expert in technical innovation and product strategy. Sushant and Pranesh have been friends since their first year at IIT Kharagpur, after which both headed towards a promising corporate life. Sushant remembers the day when in 2015, Pranesh once called him from London to tell him about his recent promotion and salary hike. Sushant replied with how comfortable they have become with their corporate life and salaries and the discussion resulted in the inception of ZunRoof.

#### **Our Team:**

##### **Business**

- Kamendra Singh- Senior VP Business Operations | Ex Haldor Topsoe | NIT Silchar Alumnus
- Ashwani Gautam – Program Director | Ex J&J | IIMA & IIT BHU
- Sushant Singh – Sr. Program Manager
- Vivek Panwar – Program Manager

##### **Product & Technology**

- Kartik Marwah- Senior VP Technology | Ex Essex Lake | IIT Delhi and University of Illinois
- Ashank Garg- Senior VP Product & Finance | Ex Essex Lake, Ex Capital One | IIT Kanpur
- Prateek Suraj – VP Technology | Ex Amazon | BIT Mesra

##### **Strategy**

- Sumit Jain- Principal Strategy Associate | IIMC & IIT Delhi

##### **Marketing**

- Vivek Kumar- Program Director | Ex Printvenue | IIM Sambalpur

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recognition of excellence with the same zeal in the form of monthly and quarterly awards, appraisals, and ESOPs allotment, as it was during pre- COVID-19 times.

While we continue to grow at 300% y-o-y, we never miss an opportunity to celebrate key moments of this rollercoaster journey. At ZunRoof we cherish every sale, every birthday, and every new launch. While many businesses saw disruptions due to COVID-19 and were thinking about how to restart their operations, the people of ZunRoof were working towards launching new business verticals.

**To know more, refer to:**

<https://www.zunpulse.com/>