

Dr. Ayush Srivastava
Assistant Registrar
Nodal Officer-Training & Placement



Dr. A. P. J. Abdul Kalam Technical University
Uttar Pradesh, Lucknow
Sector-11, Jankipuram Extension, Lucknow
E-mail: ayush@aktu.ac.in

Ref: AKTU/UIIC/2020/207

29th Aug' 2020

To
Directors/Principals
Colleges affiliated/associated to Dr. APJ Abdul Kalam Technical University Lucknow, Uttar Pradesh

Subject: **Regarding company Zoiffin hiring opportunity for MBA of batch 2020 students**

Dear Sir/Ma'am,

Please to inform you that as part of hiring process for MBA of batch 2020 students, company Zoiffin wish to invite the students of AKTU affiliated colleges for this drive. Please find invitation and link for the participation of students as per the details attached herewith (Annexure A). You are requested to kindly go through and encourage the students for registration latest by **01-09-2020**.

ERP Link: erp.aktu.ac.in (**MANDATORY**)

If you have any concern, you are requested to feel free to write at tnp.aktu@aktu.ac.in

With warm regards,

(Dr. Ayush Srivastava)
Assistant Registrar
Nodal Officer – Training & Placement

Copy to:

1. Registrar, AKTU, Lucknow
2. Finance Officer, AKTU, Lucknow
3. Controller of Examination, AKTU, Lucknow
4. Dean Student Welfare, AKTU, Lucknow
5. Media Prabhari, AKTU, Lucknow
6. Technical Officer, AKTU, Lucknow
7. In-charge Placements, AKTU, Lucknow
8. Staff Officer, Hon'ble Vice Chancellor for kind information

(Dr. Ayush Srivastava)

Campus Placements 2020	
Job Notification Form	
COMPANY OVERVIEW	
Name of the Company	Zoiffin
Website / Other source of Information	https://zoiffin.com/
Company Type	Food-tech company
Brief write-up on the Company (50 to 75 words)	Telikoss Hospitality Services Pvt Ltd is a food-tech company operating under the brand name "Zoiffin". Zoiffin is a Digital Tiffin Business Platform supported by its own network of Cloud Kitchens under the brand name "Mom's Kitchens". Unlike other food-tech aggregators, Zoiffin has brought an innovative way to capture demand through Resellers. These Resellers can start their own cloud kitchen within minutes. They have to capture and generate demand from Subscribers and the food is supplied by Zoiffin to the Resellers. Last mile deliveries are handled by the Resellers. The Subscribers are the end customers who purchase our packed meals.
JOB PROFILE	
Job Designation	Sales and Business Development
Job Description	<ul style="list-style-type: none"> ● Generate suitable leads for the Reseller Program. ● Engage in marketing and sales activities, virtually meet prospective Resellers and establish relationships on behalf of Zoiffin. ● Identify, acquire and engage Resellers ● Liaison with the in-house Product Team for virtual product demos to the Resellers and in-house Operations Team for logistics and last mile delivery. ● Build relationships with Resellers and Subscribers ● Collect feedback from Resellers and Subscribers for iterative product and process development.
Place of Posting	Delhi/NCR
Key Responsibilities:	Same as JD
Type of Placement	Regular
SALARY DETAILS	
Cost to Company (CTC)	<p>2.4 LPA, 20k/month in hand</p> <ul style="list-style-type: none"> ● Get a chance to work closely with the founders. ● You will be reimbursed for all the costs for digital tools required for working virtually including internet bandwidth. ● The role is a fast track path to earn a full-time role in a fast pace early startup through a Pre-Placement Offer. ● Details to be discussed later.
Training Period	No

Salary / stipend paid during training	No
Bond or Service Contract (If Yes, give details)	No
SELECTION PROCESS	
Shortlist from Resumes	Yes
Written Test (Technical / Aptitude)	Yes
Group Discussion	No
Personal Interview	Yes
Minimum Number of Offers You intend to make	15
Eligible Department and Program	<ul style="list-style-type: none"> ● MBA of batch 2020 ● Percentage- 65% throughout
Specific Eligibility requirement (Please mention)	<ul style="list-style-type: none"> ● Looking for people who are storytellers and love speaking with people. ● A demonstrated record of initiative and problem solving will really help. ● If you have work experience less than one year, you may apply.
Date & Time of the Drive	YTD
Venue	YTD
Expected Joining (dd/mm/yyyy)	YTD