



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/_581

30th May 2023

**Sub. Placement opportunity for MBA students of USMS, GGSIP University in the company
“Simplotel Technologies Pvt Ltd”**

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for MBA students of USMS, GGSIP University in the company “Simplotel Technologies Pvt Ltd” for your reference and circulation to students to apply on given link by **2nd June 2023**:

Registration Link – <https://forms.gle/sKkfuXAr8EFTyXs89>

Name of Company – Simplotel Technologies Pvt Ltd

Role: Business Development Manager

Location: Delhi

Overall CTC offered: INR 6.0 – 7.0 (Fixed) +25% (Variable)

Availability: Immediate Joiner

Eligibility – MBA students of 2023 passing out batch of USMS, GGSIP University.

LAST DATE FOR REGISTRATION IS 2nd June 2023.

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

About Company – Simplotel is a Bangalore-based, Software-as-a-Service (SaaS) company helping over 2,000 hotels across 25 countries grow their direct business. We are powering e-commerce for some of the largest hotels in India. The name Simplotel comes from a combination of Simple and Hotel - our mission is to Simplify the life of hoteliers through technology. Simplotel is a ‘Shopify for Hotels’, was founded in October 2013, and is funded by Go-MMT - India’s largest Online Travel Agency.

**Simplotel was awarded the best startup in travel & hospitality for 2021 by Startup India, an initiative of the Union Ministry of Commerce & Industry in India.

<https://www.startupindia.gov.in/nsa2021results/travel.html>

Company Profile

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Position: Business Development Manager – Consultative Selling.

Simplotel is looking to hire a Business Development Manager, in a full-time capacity, who can sell our offerings to large hotels. This is an opportunity to join a company on the ground floor and become a part of the early growth. If you are passionate about selling internet technologies, you will thoroughly enjoy this position.

An ideal candidate would be someone who is in Presales and wants to explore a Business Development Role.

Responsibilities:

- Develop plans and strategies for developing business and achieving the company's sales goals.
- Meeting with hoteliers and potential prospects on a regular basis to build and nurture the relationships.
- Cold calling; connecting with multiple potential prospects.
- Working with the large hotels and partners across the country.
- Follow up on marketing leads, as well as expanding business from the company's existing client base or partners.
- Build strong brand relationships.
- Building pipelines with partners and team members to close sales.
- Provide detailed and accurate sales forecasting.

Requirements

- 1 to 4 years of Work Experience in pre-sales. (ecommerce preferred in both domestic and international markets)
- Excellent oral and written communication skills in English.
- Very high ethical standards.
- Comfortable with ambiguity and unpredictable work hours.
- Proven track record of meeting revenue targets.
- MBA required (preferably from a top school).
- Ability to travel extensively.