



**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/\_564

18<sup>th</sup> May 2023

**Sub. Internship cum Placement opportunity for graduate students of GGSIP University of the batch passed out in year 2022 or passing out in 2023 in the company “DotPe”**

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Internship cum Placement opportunity for graduate students of GGSIP University of the batch passed out in year 2022 or passing out in 2023 in the company “DotPe” for your reference and circulation to students to apply on given link by **19<sup>th</sup> May 2023**:

**Registration Link – <https://forms.gle/cbFrD3JBozAkcGpk6>**

**Name of Company -** DotPe

**Position:** Sales Intern

**Stipend:** INR 15,000 INR per month.

**Internship Period:** 3 months, the candidate will be offered placement on the basis of their performance. The bracket of package offered would be between INR 25000 to 30000 CTC per month fixed (depending upon the performance) + unlimited incentives.

**Eligible Courses:** Final year students of all UG Courses except B.Tech

**Mode:** Work from our office location, work six days every week, Office hours are 10 a.m. to 7 p.m.

**Mandatory:** Candidate needs to have an own laptop.

JD attached for more information.

LAST DATE FOR REGISTRATION IS 20<sup>th</sup> May 2023.

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

## **About DotPe**

**Dotpe** is India's fastest growing technology startup, where we are helping merchants in digital transformation through Online Store, QR Solutions, POS etc. Our solutions include 1) Online Stores: where we are helping merchants in creating Website, Themes, Domains & Online Catalogs. 2) QR Solutions which includes QR Based Ordering, Digital Catalog, Receipt & Invoicing etc. 3) POS solutions for Restaurants & Retail.

Our other tools include Payments Integrations, Marketplace Integrations, Deliveries etc. DotPe is the only Indian platform to have successfully penetrated the entire landscape of offline to-online commerce, from merchants in rural pockets of India to FnB mega players. Headquartered in Gurgaon, Dotpe was founded in March 2020, and within a span of year the company has empowered 5 Mn+ merchants across various categories to go online with their businesses.

The company digitally powers the entire customer journey - ordering, payments, and delivery solutions for 30,000+ restaurants and food courts. For small and medium-sized businesses, the company has an app called Digital Showroom that helps businesses open a digital storefront in under 15 seconds. The app offers a complete suite of business solutions to manage the entire customer journey. It recently raised \$27.5 million from investors like Pay-U, Google, and Info Edge Ventures, bringing their total funding to \$35.5 million.

## **Recent Funding :**

<https://economictimes.indiatimes.com/tech/funding/online-payments-solution-startup-dotpe-raises-54-4-million-in-funding-led-by-temasek/articleshow/94241657.cms?from=mdr>

## **About the Founders**

The company is led by an experienced team, three ex-PayU employees - Shailaz Nag, Gyanesh Sharma & Anurag Gupta, with proven expertise & knowledge of the fintech space as well as experience in building & managing companies.

**Shailaz Nag** is a well-known visionary entrepreneur. He was ex-Managing Director and co-founder of PayU, (India's largest and profitable Payment Company) which is currently valued at US\$ 3 Billion. He was also one of the founding members of Ibibo Group. Shailaz Nag is a Chartered Accountant and also holds an MBA degree.

**Gyanesh Sharma** is an IIT Delhi alumnus, holding a B.Tech. degree in Computer Science. He has strong experience in leading tech teams, holding position of

- CTO at Shopclues
- Head of Engg. at PayU
- Engg. Head at MakeMyTrip

**Anurag Gupta** has a decade long experience in building financial services business. He was Vice-President & Business head at PayU for Omnichannel business. He also headed Bank & Product Partnership for PayU.

**Job Responsibilities:**

- Responsible for, cold calling, sales and business development of all offline retail categories to sell DotPe products.
- Identifying new opportunities for business development
- Contacting potential merchants for various product offering
- Manage end to end sales cycle – presentation, commercial negotiation, defining merchant scope of work, coordination with internal team to ensure timely merchant go live.
- Closes new business deals by coordinating requirements; developing and negotiating contracts; and integrating contract requirements with business operations.
- Be the point of contact for internal & external stakeholder of DotPe
- Enhances the organisation’s reputation by accepting ownership for accomplishing new and different requests.
- Explores opportunities to add value to job accomplishments.
- Responsible for achieving set sales targets.
- Being part of a start-up from an early stage, lead your area of expertise and be a part of this exciting growth journey.

**Qualifications / Skills:**

- Keen interest in sales related to retail / hospitality / F&B Aggregators / Retail POS/ software Sales & ERP Systems.
- Exceptional communication and presentation skills, and ability to express technical and nontechnical concepts clearly and concisely.
- Expert understanding of product, and ability to innovate new ways the products can serve customers.
- Excellent organisational skills to meet goals and set priorities.
- Innate drive to succeed and take initiative.
- Strong organisational talents and ability to work under pressure and in new environments.
- A hustler, passionate working in a high growth start-up environment.
- Good market segmentation knowledge
- Great energy level and self-motivator

**What we are offering:**

- Opportunity to work in a fast-growing Start-Up with lucrative compensation benefits.
- Working directly with the leaders; having a high level of work independence, autonomy, and empowerment to lead company-wide changes.
- Work with a market dominating technology.
- Excellent platform for learning how to build teams, achieve goals and handle high growth situations. Ideal for people with entrepreneurial ambitions

**Refer to links: -**

**Kindly refer to the links below for a better understanding about DotPe.**

DotPe-<https://www.dotpe.in/>

Digital Showroom-<https://digitalshowroom.in/>

Rista- <https://ristaapps.com/>

LinkedIn-<https://www.linkedin.com/company/dotpein/>

Instagram-[https://www.instagram.com/dotpe\\_india/](https://www.instagram.com/dotpe_india/)

Facebook- <https://www.facebook.com/DotPeIndia/>