



## TECNIA INSTITUTE OF ADVANCED STUDIES

GRADE "A" INSTITUTE

Approved by AICTE, Ministry of HRD, Govt. of India, Affiliated to GGSIP University  
Recognized Under Sec. 2(f) of UGC Act 1956

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**Ref. No: TIAS/TP/Campus/Notice/2023-24/135**

**Date: 16.01.2024**

Dear All,

Please find an option for consideration. Interested candidates are required to register on the link latest by 17/01/2024.

**Link to Apply:-** <https://forms.gle/97xvTXZEwujM89ZU9>

### **About Deal Squard**

Started in 2021, Deal Squard is India's dining out platform, that enables users to reserve tables, avail great deals and pay bills at over N numbers of restaurants across India. Deal Squard is available across IOS, Android and Web (<https://dealsquard.com/>).

We help in Restaurants for Growth and help solve several operational and business challenges faced by restaurants. Using the latest technologies, we help people get the latest and best deal.

### **Job Description: Business Development**

- Interns at Dealsquard are responsible for driving B2C and B2B sales
- Exceed sales targets & performance-based goals
- You should have a keen interest in the food and beverage industry with a desire to sign up the best local and international restaurants
- It is an opportunity for students, who like eating out and want to use their passion for food to gain experience in the flourishing food-tech industry.
- As an Intern is a trendsetter, someone who has the hunger for new experiences and LOVES food.
- Ability to conduct cold calls and walk-ins, schedule in-person meetings and sell Dealsquard to restaurants

- Manage a portfolio of restaurant accounts and exceed goals for account retention, development, and maintenance

### **Job Description :HR Profile**

- Develop training and development programs
- Assist in performance management processes
- Support the development and implementation of HR initiatives and systems
- Provide counseling on policies and procedures
- Be actively involved in recruitment by preparing job descriptions, posting ads and managing the hiring process
- Create and implement effective onboarding plans

- Perform duties such as job descriptions, job posting and promotion and hiring analytics Create, implement and manage onboarding plans.

#### **Job Description :BUSINESS ANALYTICS PROFILE**

- Conducting meetings and presentations to share ideas and findings.
- Performing requirements analysis.
- Documenting and communicating the results of your efforts.
- Effectively communicating your insights and plans to cross-functional team members and management.
- Gathering critical information from meetings with various stakeholders and producing useful reports.
- Working closely with clients, technicians, and managerial staff.
- Providing leadership, training, coaching, and guidance to junior
- Allocating resources and maintaining cost efficiency.
- Ensuring solutions meet business needs and requirements.
- Performing user acceptance testing.

#### **What to expect:**

You have the chance to gain an inside perspective of our fast-growing business by being responsible for the business from day 1

You will get valuable experience in one of the most sought-after fields of Digital media.

You will get direct mentorship from a company Experienced Employee.

It's a great opportunity for those who are seeking their career in Sales & digital marketing in B2B AND B2C

**Internship Duration:** As per the college policy

**Eligibility Criteria:** MBA/PGDM / BBA (Marketing/Business Analytics are eligible. they should have the interest in this domain)

**Pay & Benefits:** Deal Squard offers 10% commission of his/her generated revenue. You will get a good recommendation letter or certificate of completion. Depending on your performance you will be getting a Completion Certificate, Appreciation Certificate, and Excellence Certificate. Great exposure to the Sales and Marketing domain. Add value and boost your CV.

**Location- Office number 424,  
Phase 1 Cloud 9 tower,  
Vaishali Ghaziabad -201019**

(Currently we are doing a virtual internship only)

**Note:** We are ok with virtual/Online internships also.

All the best

Thanks & Regards,



Dr. Nivedita  
Head - Training and Placement Cell