



TECNIA INSTITUTE OF ADVANCED STUDIES GRADE "A" INSTITUTE

Approved by AICTE, Ministry of HRD, Govt. of India, Affiliated to GGSIP University
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Ref. No: TIAS/TP/Campus/Notice/2023-24/188

Date: 09.02.2024

Dear All,

Please find an option for consideration. Interested candidates are required to register on the link latest by 10/02/2024.

Link to Apply:- <https://forms.gle/HJPRaNFbcbnQg3F39>

Company Name: Deal Squard

Eligibility: BBA/MBA-2025 Passing Year

Profile:-

1. Business Development
2. HR Profile
3. BUSINESS ANALYTICS PROFILE
4. FINANCE INTERN

Pay & Benefits: Deal Squard offers a 10,000/- p.m. (fixed on the achievement of the Monthly target 50k Minimum)

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.in/>).

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

- Assist in performance management processes
- Develop training and development programs
- 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 analyticsCreate, 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.

JOB Description: FINANCE INTERN

Develops and maintains financial systems

Plans, directs, and controls accounting and financial operations

Prepares reports and documents covering accounting transactions for management review

Ensures that accurate records are kept by standard practices

Establishes budgets, forecasts future cash flows, provides periodic financial analysis

Monitors budget performance, expenditure control

Manages invoicing procedures to collect

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 a **10,000/- p.m. (fixed on the achievement of the Monthly target 50k Minimum)** along with plenty of opportunities to move and grow within our *organization*. In case students/interns did not complete the minimum target they will get a 5% commission of his/her generated revenue. 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