



University of Lucknow
लखनऊ विश्वविद्यालय

प्रो. संजय मेधावी, निदेशक
केन्द्रीय प्लेसमेंट सेल
Prof. Sanjay Medhavi, Director
Central Placement Cell (CPC)



लखनऊ विश्वविद्यालय
लखनऊ 226007(उ.प्र.)भारत
University of Lucknow
Lucknow-226007(U.P)INDIA

Date: 17-03-2022

Placement opportunities at '1 Stop Kirana'

IIT-IIM alumni have founded **1 Stop Kirana**, a B2B managed marketplace for street food vendors. The mission is to streamline the broken supply chain for this unorganized food market. We are looking at a market opportunity of 120Bn\$ ready to be serviced. While the figures themselves cry for attention, the 1SK team is driven by a vision to enhance the social status of street food vendors.

We at 1SK are pleased to offer placements for efficient graduates.

The details of the job profile are attached below. Interested final year students may give their details on the following link latest by 23 March 2022:

<https://forms.gle/iuhwRDsHaEbHmPHz6>

JOB DESCRIPTION

Company Name	1 Stop Vendor Solutions Private Limited
About the Company	Founded and managed by alumni of IIT - IIM to provide one stop solution at the doorstep with guaranteed on time delivery and the best quality.
Role	Operations; Category Management; Marketing & Strategy
Job Description & Expectations	<p>Our role is designed to prepare future leaders. It provides a holistic opportunities to gain hands-on experience in the domain of Marketing as well as Strategy by working alongside co-founders in a challenging environment on a daily basis. We will provide a platform where you can make independent decisions while interacting with different stakeholders.</p> <p>Role 1: Operations</p> <ul style="list-style-type: none"> ❖ Maintain constant communication with supply and demand team ❖ Develop, implement and maintain quality assurance protocols ❖ Process optimization ❖ Inventory management <p>Role 2: Category Management</p> <ul style="list-style-type: none"> ❖ Onboarding new suppliers across particular category ❖ Price benchmarking ❖ Stocks management with the suppliers ❖ Communication with Ops and Demand to minimize bounce rate ❖ Introduce new products or brands ❖ Relationship management <p>Role 3: Marketing & Strategy</p> <ul style="list-style-type: none"> ❖ Mapping of city according to category of street food (trucks) ❖ Buying behavior and factors considered while purchasing ❖ Designing Pricing strategy ❖ Customer acquisition and retention strategy ❖ Order value range and frequency monitoring
Requirements	<p>Education : MBA, B.Tech – Tier 1 and Tier 2 colleges</p> <p>Skills Required:</p> <ul style="list-style-type: none"> • Logical Thinking • Highly enthusiastic • Microsoft Excel and Word • Passionate to work in start-up ecosystem • Good communication and interpersonal skills • Can work with different stakeholders
Benefits	<p>CTC:</p> <p>Operations – 3.3 LPA</p> <p>Category Management – 4.2 LPA</p> <p>Marketing & Strategy – 5.1 LPA</p>
Location	Lucknow, Delhi NCR