

About Zolostays



We are India's fastest moving technology startup in the co-living and student housing spaces with the ambition of being the largest provider of managed residences..

With an aim to provide a completely hassle-free long term living experience to working professionals as well as students, our living spaces offer all kinds of basic and luxury living amenities.






Our biggest USP for a resident comes from a vibrant resident community, omni channel platform and top notch service - all enabled by technology. We started in 2015 and are currently present in 10 cities - and have served 1 lac+ happy residents to date.



Role, Responsibilities of the role



The role of the Executive – Inside Sales would encompass the following:

- Responsible for all aspects of the sales process – Identify, Qualify, Sell, Close and Ad-minister.
 - Most important part of a sales role – Meet sales targets – Meet daily, weekly and monthly sales targets.
 - Lead Generation & Customer Acquisition: Identify and source new sales opportunities through inbound lead follow-up, outbound cold calls and emails.
 - Connecting with customers in a genuine way in order to sell, manage, obtain information.
 - Convert all kinds of enquiries into customers on call for our Zolo properties across India.
 - Analyze the lead conversion data and achieve higher targets continuously.
 - Have a strong focus on inbound qualification to convert visitors, attendees, traffic to sales opportunities.
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Skills Required for the role

- Good Sales Skills
- Excellent Negotiation skills
- Good Communication - English & Hindi is mandatory

Details

Designation	Salary	Duration	Interview Process
Inside Sales Trainee for 3 months post training Inside Sales Executive	Rs. 20,000/ per month during training for 3 months, post which if your performance is good then final offer of full time will be given of 6 LPA (Fixed - 4 LPA + Variable - 2 LPA)	Training period - 3 months post that if the performance is good then full time offer	Round 1 - Written Assessment
			Round 2 - Hiring Manager's Interview (Google Meet)
			Round 3 - Business Head's Interview (Google Meet)
			Round 4 - HR's Interview (Google Meet)

Know Zolo story!



The Past & The Present

With Tears, Blood, Sweat and Much Love of 4 passionate individuals, Zolo was Born



2015

2015

Launch of First Zolo Co-Living – Zolo Green Garden



2015

2016



Launch of Zolo Co-Living in Pune



Hit the first 1000 mark for Zoloites and 100 mark for Zolo Associates

2016

2017



Series A Funding of \$5 Mn



Launch of Chennai and Kota

2017

2018



10000 Beds, 8 Cities

\$ 28 Mn Fund Raise, 10 Cities, 20,000 Residents



2019

2019



Launch of Investment Sales – Zolo's first Subsidiary Company

Launch of Ahmedabad

2019

2020



Series C Funding of \$56 Mn

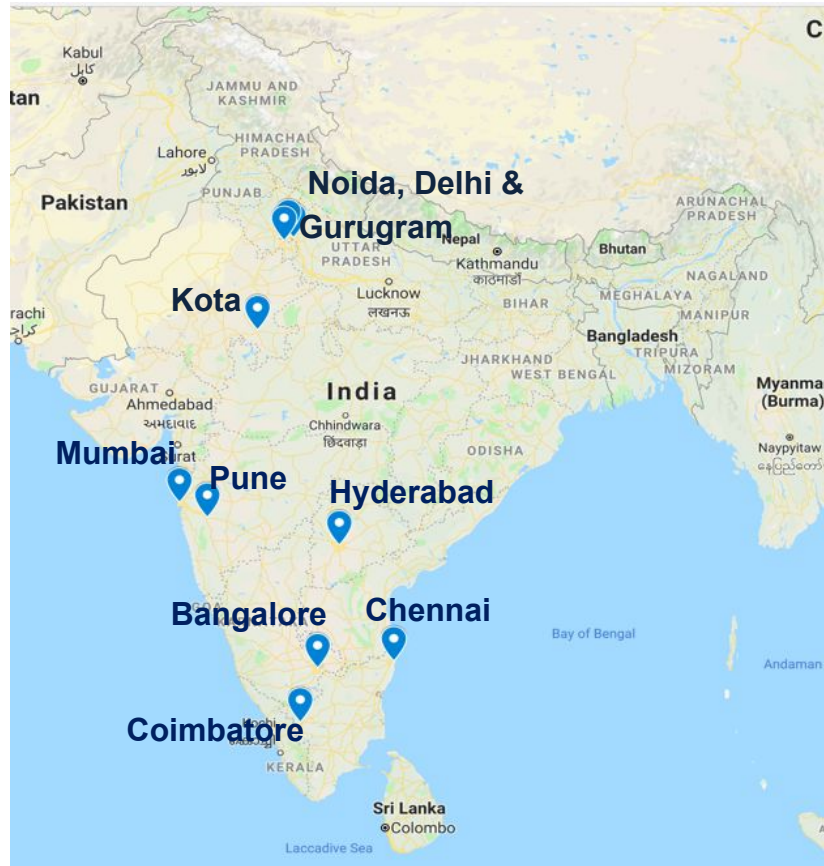
● INR 250 Cr. Revenue (ARR)

● 2000+ Property Associates, 600+ Corporate Associates

● \$ 90 Mn Total Funds Raised, 3 Marquee Investors

● 11 Cities, 34,000 Happy Residents, 1 Lac Zoloites served

Our Presence in India



Key Leadership Team - Zolostays



Dr. Nikhil Sikri

Founder & CEO

MBBS - AIIMS; MBA -
ISB



Akhil

Founder & CTO

BE, CS - IIT D



Sneha

Founder & CBO -

IMBA - IIM K (Gold
Medalist); BE - RVCE



Partha Mohanty

Senior Director - Product

MBA - ISB
B.Tech – NIT Rourkela



Sidhartha Mehra

CFO

CA – ICAI; CS - ICSI
Bcom – Delhi University



Deepak Varghese

Vice President - Investment Sales

Masters in Management -MU,
B.Com - BU

The Backbone of Everything @ Zolo – Our Principles!

Keep setting a new benchmark for the customer focus.

Think like an Owner.

Play for the long term winning strategy.

Visualize the future. Work backward.

All problems are built as concentric circles. Ask the 5 Why's.

Keep raising the bar. Evolve Constantly.

Commitments can't be broken; A good no is better than a bad yes.

Be the coach and the captain; Your team needs both - earn respect.

Lead or follow; Commit either way.

Don't lose touch with the ground.

Value Money; It keeps the lights on.

Mistakes must come with learnings.

Deliver results.

Measure efforts not just result.

Agility is the best form of stability.

War decides the weapons; Weapons don't decide the war.



Celebrate Work, Celebrate Life!

Diwali Party 2k19



Ganesh Chaturthi



Independence Day



Holi at Pune celebration



Typical B'Day celebration



4th Anniversary Celebration



Media Links:



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- <https://zolostays.com/blog/zolo-stays-redefines-living-experience-for-students-and-singles/>
 - <https://yourstory.com/2018/08/zolo-stays-redefines-living-experience-students-singles>
 - <https://yourstory.com/2020/07/funding-zolostays-series-c-investcorp-nexus-ventures>
 - <https://www.youtube.com/watch?v=TYfSa2ZEsGA>
 - <https://www.youtube.com/watch?v=jFETu-eLTks>
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