



SARVAJANIK EDUCATION SOCIETY  
SMT. SHARDARANI RAMESHCHANDER



## Report on Final Campus Placement for Lomoso Solutions Pvt. Ltd. on 15<sup>th</sup> March, 2018 at S. R. Luthra Institute of Management



### Quick Details

<b>Employer</b>	Lomoso Solutions Pvt Ltd.
<b>Date of Interview</b>	15 <sup>th</sup> March, 2018
<b>Designation Offered</b>	Accounts Manager
<b>Maximum Earning Potential</b>	INR 3,60,000 p.a.
<b>Interview conducted by</b>	Mr. Gaurav ( Co- Founder) and Mr. Umang (Manager - Sales)
<b>No. of students Appeared</b>	22
<b>No. of Students Selected</b>	03

### Company Overview

Lomoso Solutions Pvt. Ltd. with a little vision has to create a more humnae economy and want to help small local sellers tp grow their business by connecting them to buyers. So with these motive company has launched WAKINS by August 2016 – which is an local application for the local retail spaces in Ahmedabad city and soon they are going to reach in other towns of India where popluation is million

plus. Currently they have 800+ stores who are engaging their 300l customers through WALKINS. Company's short term goal is to reach 10000 stores across Gujarat in 2018. The Company's aim in life is to create an integrated platform for small local businesses where company interact effectively and effortlessly with their consumers, communicate with them and engaging them over a reach media and reliazing once again that life is but one hop away.

## Job Profile

**Offered Designation:** Accounts Manager

**Roles and Responsibilities:**

1. Visit the local retail spaces.
2. Qualifying prospects.
3. Acquiring customers or partnering with stores.
4. Sales funnel management.
5. Sales process management- DSR.
6. Maintain relationship and service the designated accounts time to time.

**Package:** INR 3,60,000 p.a.

**Location:** Surat

**Eligibility Criteria:**

Candidates pursuing their MBA (or equivalent) in one of the following specializations (Major Specialization if applicable) – Marketing/ Sales

## Selection Process

22 students applied and 21 appeared for Pre Placement Talk (PPT). After PPT, 13 students from SRLIM, Surat appeared for further rounds of the selection process.

**Personal Interview**

The Personal Interview was conducted by Mr. Gaurav (Co- Founder) and Mr. Umang (Manager - Sales) at College Premises in which 03 students got selected out of 13 students.