



## CENTRE FOR CAREER-COUNSELLING, COACHING & PLACEMENT

### University of Kashmir (NAAC Accredited Grade A++)

No.F (Rec. Drive/CCCP /KU/25

Dated: - 10.12.2025

#### Campus Recruitment Drive by Stanza Living Ltd.

The Centre for Career-Counselling, Coaching & Placement (CCCP), University of Kashmir, is organizing a Campus Recruitment Drive with Stanza Living for the position of **Growth Associate (Field Sales)**.

**About Stanza Living:** Stanza Living is India's largest managed accommodation platform, providing smart, safe, and comfortable living spaces for students and working professionals across major cities.

#### Profile Overview:

Position Offered	Qualification	Joining	Job Location	No. of Openings	CTC Structure
Growth Associate	UG Courses- BBA, BCOM, B. TECH PG Courses - MBA/PGDM	March Onwards	PAN India (Cities are mentioned in the JD)	100+	UG - 3.5LPA Fixed + Incentives (Based on performance) PG - 4.5LPA Fixed + Incentives (Based on performance)  (Accommodation + Meals +Travel Expense for Initial 3 months) <b>Department: Growth /Revenue</b>

#### 1.About the Role / Responsibilities:

The role of a Growth Associate would encompass the following:

- Achieving Supply and Demand Metrics: Ensure that the monthly, quarterly, annual supply and demand sales targets of the cluster are achieved.
- Lead Generation: Identify the right channels and sources to acquire properties through inbound & outbound leads.
- Figure the economic viability of the property, convince the property partner for the terms and conditions, and finally ensure the property deal is closed.
- Customer Acquisition and Conversion: Identify and source new sales opportunities through inbound lead follow-up, outbound cold calls and emails and meet customers daily through walk-ins. Convert all kinds of enquiries into customers on the phone and in person.

- Develop an understanding of the competition through in-depth analysis of potential major competitors and take better decisions with the points ascertained from the analysis.
- Create Stanza's brand in the designated cluster through offline marketing campaigns and lead generation.

## **2.Training & Confirmation:**

Selected candidates will undergo a 15-day training program after selection, designed to build their product knowledge, communication skills, and field readiness.

- Based on performance and assessment during training, candidates will be considered for final confirmation and full-time employment.
- During the training period, candidates will not incur any monetary expenses. The company will only provide the:
  - Accommodation
  - Meals
  - Daily travel allowance
  - Relocation tickets (to and from the training location)

## **3. Compensation & Benefits:**

**Under graduate CTC: ₹3.5 LPA (Fixed)**

- Additional Benefits: Performance-based incentives, travel reimbursement, and accommodation/meals provided for the initial 3 months

**Post Graduate CTC: ₹4.5 LPA (Fixed)**

- Additional Benefits: Performance-based incentives, travel reimbursement, and accommodation/meals provided for the initial 3 months.

## **4. Language Proficiency:**

- Preferred Languages: English and Hindi
- Additional Advantage: Knowledge of Tamil, Telugu, Malayalam or Kannada will be considered a strong plus.

**5.Location:**PANIndia(Bangalore,Hyderabad,Ahmedabad,Coimbatore,Kochi,Chennai,Indore,Gurgaon,Pune,Mumbai, Vadodara, Noida, Delhi)

**Interested and eligible candidates are advised to register through the link provided below by or before 15.12.2025 upto 3 pm.**

<https://forms.gle/pt6qWKYKLMik2n837>

All HoD's, Directors, Coordinators and Career Counsellors are requested to circulate this information among the students for wider dissemination.

***Sd/- Director***