



MANAGEMENT ASSOCIATE PROGRAM

Want to be a part of the most disruptive, innovative mobile commerce start-up in India with world-class team, long-term vision, and top global investors backing it up? Want to make an impact? Want to get 360-degree exposure, accelerated learning in a hot start-up, and use your skills and passion in a highly challenging environment?

OVERVIEW

Management Associate Program (MAP) is a leadership program at Droom Technology for business graduates. Through MAP, Droom allows fresh business graduates (or MBA student with up to two years of experience) to work on various important and challenging roles at Droom with core leadership team, and eventually take up leadership roles at Droom. This is a full-time job and offers a bright career track to be one of future leaders at Droom. We will be providing unlimited growth opportunity, a fun start-up culture and enhanced training & development experience.

PROGRAM HIGHLIGHTS

1. India's most trusted motorplace to buy and sell used and new automobiles.
2. Four months of rotation program, followed by an impactful role
3. Get 360-degree exposure of the functioning of Droom
4. Work closely with core leadership team
5. Get opportunity to be a future leader
6. Stock options from the Singapore holding company
7. A true Silicon Valley style start-up
8. Disruptive & rebellious culture
9. Push your limits & accelerated learning
10. Highly innovative & disruptive product company
11. Change how automobiles are bought and sold in India



HOW DOES IT WORK ?

Droom picks 20-30 business graduates from the leading MBA programs across the globe to join Droom on full-time basis. These business graduates join Droom and start a four-month long rotation program taking two assignments of two months each. Upon the completion of four months of MAP program, these graduates can choose to work at Droom in one of the two areas of their rotation.

Following functional areas are available in MAP program at Droom

1. Marketing
2. Business Development
3. Product Management
4. Strategy & Competitive Analysis
5. Business Manager in CEO Office
6. Finance or HR
7. Operating Roles in Services E.g. Catalog, Customer Support
8. Category Management
9. Pricing
10. Analytics

SKILLS, BACKGROUND AND EXPERIENCE

An ideal candidate will possess the following:

1. High energy, passion and entrepreneurialism
2. Highly developed skills for problem solving and strategic thinking
3. MBA from a top-tier school
4. Excellent communication skills
5. Ability to collect, analyze, and synthesize data, and present it in actionable manner
6. Customer focused
7. Ability to collaborate across different departments
8. Experienced in taking initiatives and leadership roles
9. Result oriented and ready to take ownership
10. Long term approach
11. Prior experience in E-Commerce is preferred
12. Comfortable in working directly with senior management team
13. Thrive in chaotic start-up environment and comfortable in dealing with ambiguity
14. Always willing to solve tough problems and accept challenging assignments
15. Quickly learn and contribute in a rapidly evolving environment



WHO SHOULD APPLY ?

We are seeking applications from the second year MBA students from premier management institutes globally or with up to 2 years of experience post MBA. At Droom, passion, energy, innovation, and customer centric approach are always welcomed. We are passionate about building mobile consumer centric technologies, enabling automobile sellers to sell online, and offering the world-class mobile shopping experience.

DROOM CULTURE

Droom is non-formal, fun, collegial, non-hierarchical and high-energy environment. At Droom, you can deliver the best work of your career without having to worry about work politics, delays, biases or slowness.

WHY DROOM ?

1. You can do the best job of your life without having to worry about work politics, biases, favoritism and slowness
2. Opportunity to work closely with the founder and the leadership team
3. Make impact, push your limits and get new challenges every day
4. Get opportunity to learn, evolve and develop in extremely fast evolving environment
5. Be part of consumer Internet and mobile Commerce revolution in Gurugram in a true Silicon Valley start-up

DURATION

4 months of rotation program followed by a permanent role. Start and end date depends on the college/universities schedule.

LOCATION

Gurugram, Delhi NCR.

COMPENSATION

Droom offers competitive compensation, stock options, great learning & exposure, and merit based career path. Your career growth will be in your hands and your role will be what you carve out.



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 info@droom.in

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CONTACT INFORMATION

email: map@droom.in | careers@droom.in

ABOUT DROOM

Droom offers a 21st-century e-commerce experience for automobiles. Droom offers India's largest selection of automobiles with over 2.9 lacs vehicles online in 1,115 cities — both used & new, cars & 2-wheelers, and other vehicles too. For buyers, Droom offers India's finest automobile buying experience online with trust, selection, low price, and convenience second to none. Every vehicle sold at Droom goes through a proprietary and technology-driven rigorous 1,100-point inspection and certification for its condition, pricing, and history. Because Droom invests in technology and AI vs. physical stores and thousands of people, the automobiles sold at Droom are cheaper than other options available to the consumers. From our mobile apps or websites, users can search for vehicles or create buying requirements, book vehicles, get loans and insurance, and finally get the vehicle delivered to their doorstep. Buyers can return the vehicle before making full payment and the best part is every vehicle comes with six months warranty (up to Rs. 50 lacs). Droom also offers individual sellers the ability to sell their used vehicles to our large network of over 20k dealers for the best price and fast turnaround in a fully transparent manner from the comfort of your home. Droom is also working with leading OEM and EV manufacturers to bring automobile buyers the largest assortment of new vehicles with the paperwork, loan & insurance, and delivery at the doorstep. Droom is the market leader in the automobile e-commerce segment and since its inception, Droom has sold over 400K vehicles and served over 1.5 million happy customers with its products and services.

In order to build trust and convenience, Droom has built an entire eco-system of technology-driven products around used automobiles online, including Orange Book Value (algorithmic used vehicle pricing engine | 527 Mn+ Queries), ECO (tech, AI and IoT driven 1,100+ points vehicle inspection), History (India's largest repository for used vehicle historical records | Database of 250 Mn+ vehicles | up to 50 vehicle historical records), Discovery (pre-buying research tools), Droom Credit (Loan & Insurance), and Velocity (last mile fulfilment and delivery services). With a 80%+ market share of the automobile E-Commerce, Droom is India's largest automobile platform online and among the largest E-Commerce companies. Droom is currently doing \$2.0bn in GMV and 66mil in net revenue as annual run rate and growing close to triple digits Y/Y.

Droom was founded by Sandeep Aggarwal, who is the only tech founder in India to create two unicorns back-to-back in the last 10 years. Droom has an all-star team with a senior leadership team hailing from Amazon, Google, Uber, Walmart and Boston Consulting Group etc.

Droom is among the most trusted consumer internet brands in India often recognized for its innovative approach and technology and is backed by marquee global investors including Lightbox, Digital Garage, Toyota Group, Recruit, Beenext, Beenos, 57 Stars and many multibillion-dollar family offices in SE Asia and Hong Kong.



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