



NOTICE: TRAINING PLACEMENT & ALUMNI CELL

Ref: GITM / T&P / 2025-26/166

Date: 29 April 2026

Sub: Online Campus by Zopper

Attn: MBA - 2026 Students

Zopper is a series D-funded startup in the insurtech space. We enable large B2C businesses to offer insurance to their customers. We do this by fusing insurance and technology seamlessly to provide end-to-end solutions to our Business partners.

Based on the need of Business Partner, we create the Product i.e. customised insurance plans by partnering with Insurance companies. We then integrate these customised Insurance plans with the tech systems of the Business partners by creating customised APIs on our SAAS platform. Our Sales enablement team which is a large feet on street team enables the last mile sale of insurance by training & supporting the sales teams of our Business Partners. Finally we have an operations & support team that continues to provide technical & customer support to our Business partners to support them through the customer experience journey.

The details are appended below for your reference.

Role : Relationship Manager (B2B - Field Role)

Location : Lucknow

CTC - 5L (Fixed) + 1 LPA(Variable)

Availability to join - Immediately (We will give leaves during upcoming exams)

Travel requirement - We will provide reimbursement or travelling allowance (15-20 Days of travel in a month)

Note: Students yet to complete exams will join as **Relationship Manager Trainees** (₹20,000/month stipend) and will transition to full-time roles with the above CTC after their exams.

Online

Thursday, April 30 · 6:45 – 7:45pm

Time zone: UTC

Google Meet joining info

Video call link: <https://meet.google.com/fuu-ttqf-ybw>

Or dial: (US) +1 970-579-1419 PIN: 775 881 988#

Registration link - <https://forms.gle/Kum3J9ia3dTC47Cf8>

CC to:

Hon'ble Chairman Sir, for kind information

Director – Coordination & Planning

Director-GITM

Director-Administration

HOD MBA

Notice Board

Amit Anand Agarwal

Dy Director (Corporate Relation & Placement)