

LeadSquared

One of India's fastest growing SaaS companies

Hi everyone at Chitkara!

Thank you for your interest in LeadSquared!

Here is some information about us and the potential opportunities to work together.



CHITKARA
UNIVERSITY



What is LeadSquared?

- LeadSquared is a SaaS company offering **intelligent automation of Sales and Marketing** processes for organizations worldwide.
- LeadSquared enables **New Sales, Renewals, Upsell and Cross-sell** processes across organizations.
- Users of LeadSquared are Sales & Marketing professionals.
- Used for large, scalable, high-velocity sales processes
- One-of-a-kind product with integrated sales and marketing functionality

The LeadSquared Journey

LeadSquared's story began in the summer of 2012. Our founders Nilesh, Sudhakar and Prashant had already tasted success in the form of their previous venture Proteans and were ready to take on their next adventure: LeadSquared.

Since 2012, LeadSquared has grown multifold as a software product company that offers Intelligent automation of **Sales Execution** and **Marketing Automation** processes for organizations worldwide. Our customer base comprises renowned brands and we serve a wide range of clients from SMBs to large enterprises across the globe. Today, we have over **1000+ customers** spread across **30 plus countries** worldwide. We are growing at an impressive rate and so is our headcount (**500+**). Most recently, we raised series B Funding worth \$32M and we're planning to grow further and faster.

Customers from across the globe use LeadSquared due to its reputation as one of the most intuitive and customizable sales execution and marketing automation tools in the marketplace.

Our Investors



Pradeep Singh

Founder of Talisma,
Aditi and VidyaNext



Chandrasekar Kandasamy

Founder of Stakeboat



Jyoti Bansal

Founder of AppDynamics,
and Harness.io



Gaja Capital



Quick Facts

**1500+
Customers**

**100,000+
Users**

**30+
Countries**

**600
Strong**

**\$40M
Funding**

**Glassdoor
Rating 4.1**

Awards & Recognition

- Recognized by G2 as a leader in Sales+Mobile CRM and Marketing Automation categories 2021.
- Champion in Customers' Choice Category at Software Suggest's Recognition Awards - Fall 2020.
- Deloitte's Technology Fast 50 India in 2014, 2016, 2017, 2018, 2019
- "Marketing Automation Software of the Year" by Frost & Sullivan in 2019
- Ranked 15th on G2's Best Software Companies in India, 2019
- Recognized as one of the World's Fastest Growing SaaS
- No. 1 Marketing Automation Software in India by NASSCOM.
- One of India's Fastest Growing Companies By ET & Statista



Deloitte.
Technology Fast500

F R O S T
&
S U L L I V A N

NASSCOM®

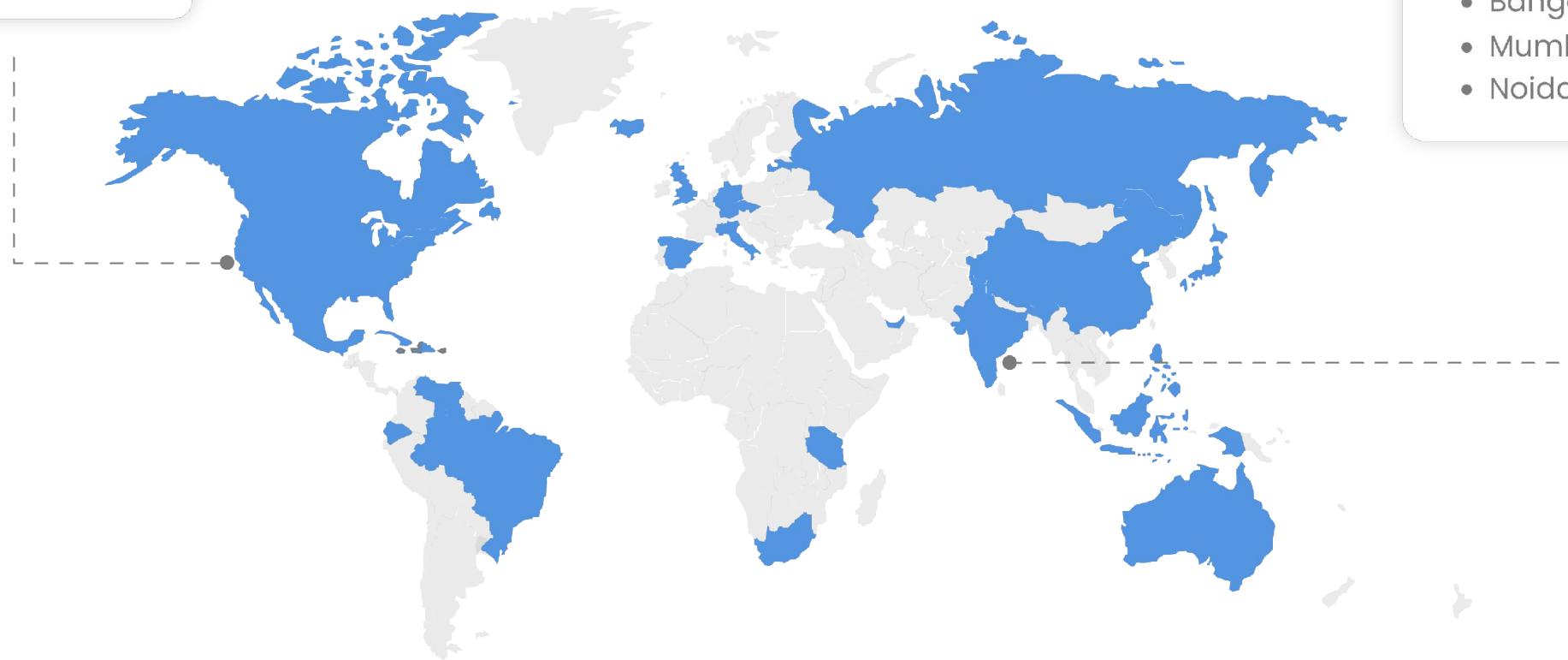


NORTH AMERICA

- New Jersey

INDIA

- Bangalore
- Mumbai
- Noida



LeadSquared Offices



LeadSquared Customers

TRUSTED BY INDUSTRY LEADERS FOR THEIR SALES EXECUTION



LENDINGKART

TIME



Infosys®



We could get started in 20-30 minutes

"We have a large team, and with it comes custom requirements. We needed a CRM that could meet our needs and solve the issues we face. LeadSquared helped us to set an account and get it started within 20-30 minutes. When we implemented LeadSquared, with the first few hours, our team was able to recognize that the tool was much better than the one we used before. The adoption of the tool then became very easy to handle"



Mrinal Mohit
CEO





Education



BFSI



Real Estate



Healthcare



Others

NIIT

 clearTax



Creation, not Construction

 LifeCell®

Stratford
University

 ADITYA BIRLA
CAPITAL

 alliance®
GROUP

 Apollo Health and
Lifestyle Ltd.

 Career
Launcher

 bharti AXA
general insurance

 MGH
HOMES TO COLOUR YOUR LIFE

 docon

 zolo

 iiNURTURE
Education Solutions
TOMORROW'S HERE

 ACKO

 Shapoorji Pallonji

 cloudnine

 MANIPAL
ACADEMY OF HIGHER EDUCATION
DUBAI CAMPUS
Inspired by life
Devoted to be University under Section 3 of the UGC Act, 1956

 EXIDE Life
Insurance



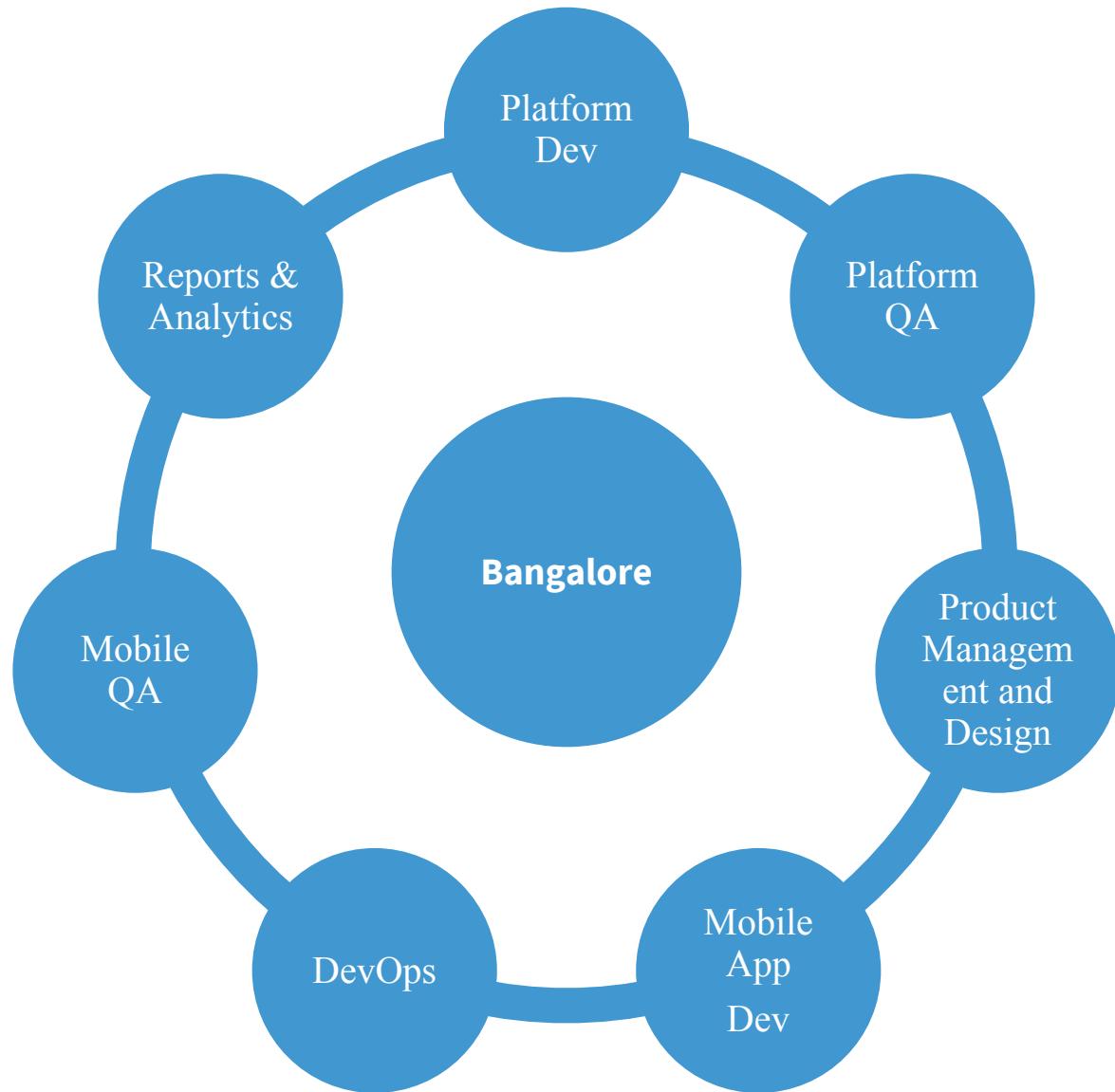
 GLOBAL
HOSPITALS
more to life

 NEST
AWAY N

Opportunities

@ LeadSquared Engineering Team

Engineering Team



Tech Stack

C#, ASP.NET MVC,
HTML, CSS, JavaScript,
Java, Objective C, Swift,
MySQL, ElasticSearch,
Redis, AWS SQS, AWS
S3, AWS Lambda,
Python, Node.js, Kinesis,
Athena, React.js

TOOLS

Visual Studio, TeamPulse,
JIRA, SVN, Android
Studio, Xcode, Postman

HOSTING



Software Engineer- Intern

Requirements

- Must know programming in either Java, python, react.js or C#
- Good in data structures and algorithms
- Very methodical, structured and detailed oriented
- Exceptional listening and analytical skills



Internship Process

- 12 months internship in Bangalore
 - Rigorous hands-on Training
 - Mentorship by function heads
 - Assessment
- Employment offer after that based on performance
- Work location:
 - Bangalore



Why LeadSquared?

What's in it for you?

Perks of working at LeadSquared

- Phenomenal learning opportunity in fast paced environment
- Management and Founding Team is approachable
- Performance driven culture
- Friendly and healthy work environment
- Innovation is always welcome



Employee Engagement

Annual Meet

We believe that it is important to celebrate every milestone. What better way than celebrating the year of company's inception. Annual meet is a day long activity filled with interactive session, games and lots of fun.

Half Yearly All Hands

All hands is organized on a half yearly basis. It is an interactive session where the Founders present the half yearly updates, further open to an open discussion.



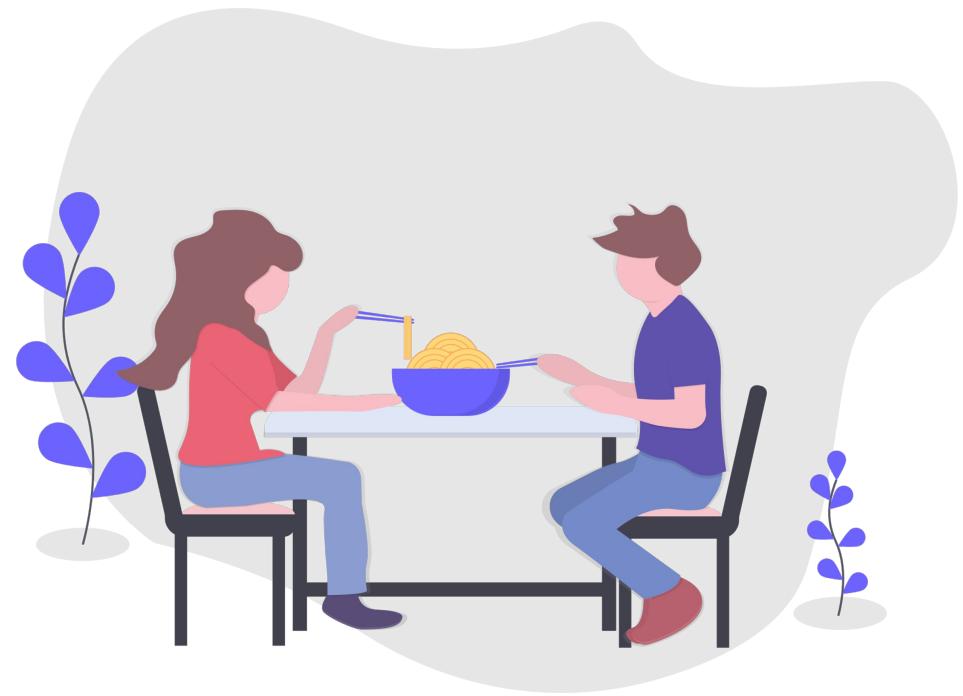
Engagement

Quarterly Team Outing

Every quarter employees go for a team outing sponsored by the organization - which helps them solidify their bonds and interact with each other on an informal note.

Breakfast With CEO

Employees across teams have an ice breaking session with the CEO, which gives them a clearer vision of the company and encourages them to talk about things across the globe.



Activities

Sports Tournament

This increases cross functional interaction between teams and thus gives every individual a platform to showcase their skills and have fun.

Weekly Wednesday Fun

Wednesday is a Team Bonding day at LeadSquared. Employees indulge in activities as a team and have a fun time together.



Testimonials



What our interns have to say

I joined LeadSquared as an intern in the development team in May 2019 and it has been a great learning experience for me. LeadSquared provides a great platform for someone to enhance their spectrum of knowledge.

From the beginning itself, I have been assigned a full module to work on and the support of my team members has helped me achieve my targets, before time. The support, motivation, and trust which I have received from my seniors is exactly what a fresher needs.

- Aman Kumar Singh, joined as Mobile Dev Intern





What our interns have to say

I joined LeadSquared as an intern in mobile team 6 months ago. I was looking forward to my first phase of corporate life and I need to admit that the journey has been amazing.

Be it the amazing work culture, support or guidance from the team, LeadSquared has a chunk of elements that will surprise you. It feels more like a family working together. The amount of responsibilities and trust that has been put into me from the starting has been a major motivating factor to give my best.

I'd recommend everyone to join LeadSquared, it just gets better and better here day by day.

- Kartik Malik, joined as QA intern





What our employees have to say

My journey of coming in as a fresher - intern to becoming a full-time Software Engineer at LeadSquared has been fabulous. LeadSquared adds significant value to all employees which helps each individual reach his or her highest potential. The work ownership and opportunities helps an employee to learn and grow professionally.

Every other day at LeadSquared brings opportunities, challenges, and tons of learning.

- Himanshu Gupta, joined as Platform Dev Intern





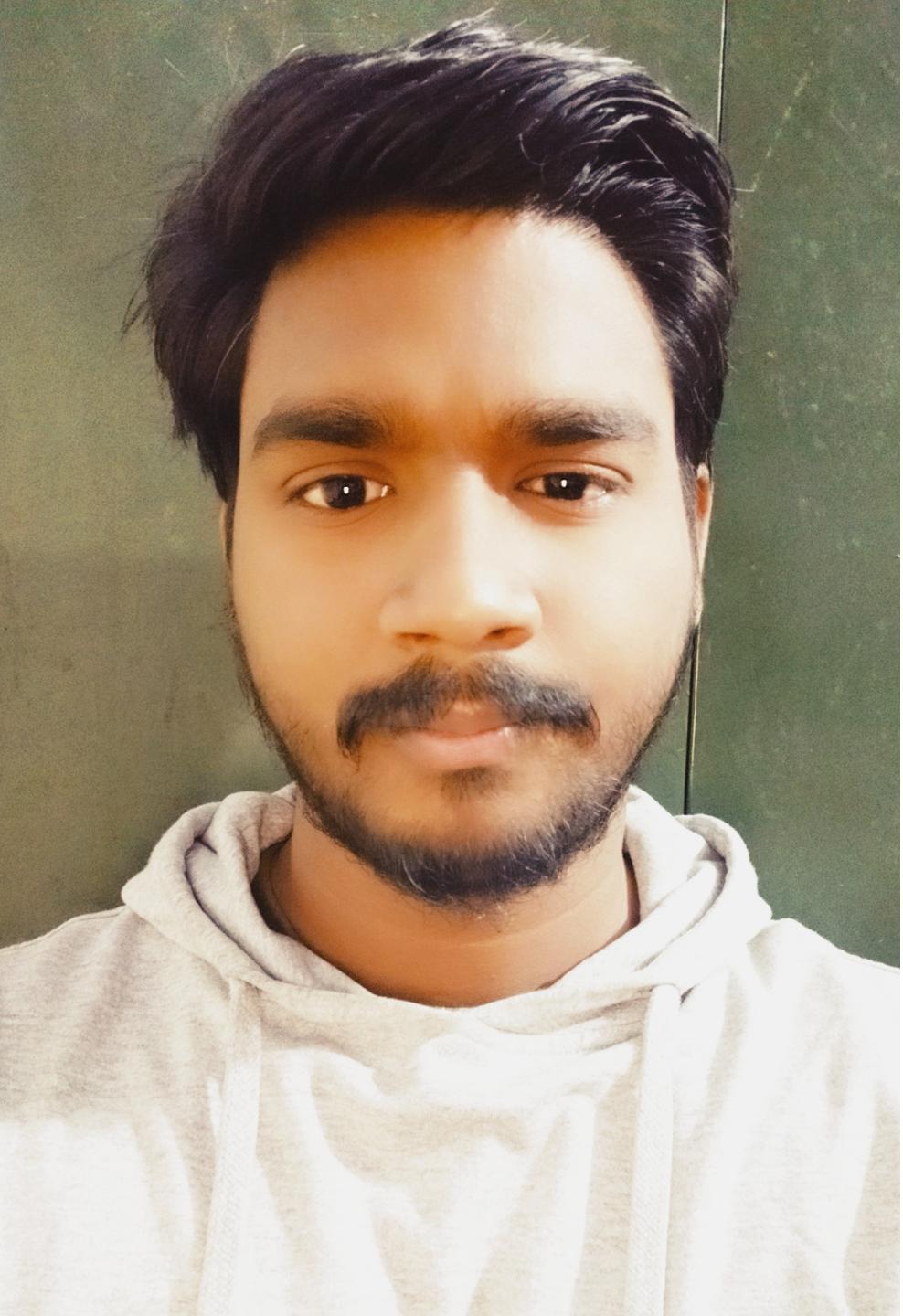
What our employees have to say

I started my career at LeadSquared as a fresher. As I began my career with LeadSquared the learning experience has been very precious to me.

The thing I like most about the company is that it has given me the opportunity to work in a pleasant multicultural environment with very nice colleagues.

- Boorla Sahaja, joined as QA





What our employees have to say

Love this company and its people. It has been an awesome journey from a fresher intern to a full-time software engineer at LeadSquared. The culture here helps every employee use their maximum potential. The company runs on trust and transparency and this provides a feeling of mutual respect for everyone in the company, regardless of position or rank. There is an open-door policy that makes me feel like I can express my concerns and thoughts I have. LeadSquared values its employees by providing them complete work ownership along with new opportunities.

- Alok Verma, joined as Mobile App Dev Intern



**A sneak peek into our
fun stuff!**







Thank You!

Let us build an awesome LeadSquared!

Reach us at:

[careers@leadsquared.com](mailto:ccareers@leadsquared.com)
leadsquared.com

Our Social Media Handles:   