

Job Notification Form, IIT Delhi

Company Overview

Name: Chalo

Website: <https://chalo.com/>

Company Type: Information Technology

Description: Chalo is India's #1 bus transport technology company built with the core purpose to make travel better. With operations in 31 cities and enabling 250 million rides each year, Chalo is solving a real-world problem that affects crores of Indians and creating India's largest mobility company along the way.

How large is the problem?

Buses are the single-largest mode of transport. They account for 48% of all public transport trips in India, and more in other countries. Compare this with 8% of trips on taxis, and just about 2% on metros. Bus tickets account for \$20 billion annually. However, each bus commuter spends the equivalent of 8 days a year waiting for a bus and bus operators have losses running into hundreds of millions of dollars annually.

What we solve

We aim to make travel better for everyone. Today we do so by improving the experience of taking city buses. Chalo users wait 30 minutes less each day, travel safer with contactless digital tickets, and even save money with Chalo Super Saver plans. This kick starts a virtuous circle, where happier commuters means more rides which in turn means more revenue for our bus operator partners, which means better services for commuters. Our most important KPI is the revenue uplift achieved. We have demonstrated an increase of up to 70% in bus ridership in Chalo cities, enabling some operators to be profitable for maybe the first time in this business.

How we do it

We work in partnership with bus operators to deploy our proprietary technology - GPS, Electronic ticketing devices, the Chalo App, the Chalo Card, and the entire back-end tech platform to support all this. By deploying an end-to-end solution, we are able to power a unique experience. Over time we have understood the value of expanding our scope of work as well as leveraging the power of the data generated by our platform to help operators with operations such as route optimization, crew management, and revenue maximization.

We have developed expertise for not just issuance of mobile tickets and closed loop cards, but also for accepting payments. Our team has also worked on developing Electronic Ticketing machines that could work in low/no internet connections and have instructions in multiple languages.

Our operations are wise, deep, and intensive – buses run 24/7 and that means so do we. We process more than 80 million unique data points daily. We count among our staff, experienced software developers, operations and supply chain experts, transport specialists and also GPS technicians and bus conductors. We told you it was complicated!

What's in store

We love buses and believe that they run better on technology, rather than fuel. Armed with India's #1 bus tracking app, and India's #1 bus travel card, we are going to do a lot more of what we currently do, including launching our service in some of India's largest cities and running 100% digital buses, similar to what you see in some of the most developed cities of the world. Our proprietary tech stack has also been built from the ground up to offer global flexibility, and we are already exploring international cities.

Still more?

The benefits of providing a great mobility solution goes beyond time and money. A bus can take 30 cars off the road, reduce hundreds of tonnes of emissions, improve safety, increase household savings and lead to a significant improvement in quality of life. The opportunity to build a company comes rarely, the opportunity to build a company that can so dramatically impact the lives of millions, comes once in several lifetimes.

If that opportunity does come knocking, you better be prepared to grab it with both hands and then give all of yourself to it.

We will be frank, we are still very young as a company and if you were to join us, lots of things will still be work-in-progress, but that's exactly why we are looking for individuals to take up challenging roles across the company to not just run, but solve, build, and grow Chalo.

Job Details

Designation: Associate Product Manager

Type: Other (Product Management)

Place of Posting: Navi Mumbai / Remote

Job Details:

Mission of this role is to deliver a WOW customer experience on Chalo app across live tracking and ticketing.

Outcomes for the role:

Deliver great customer experience – retention at 60%+

Net Promoter Score of 7

Plan and deliver sprints

Competencies:

1. Customer Focused: is proactive to get customer feedback; empathetic and good listener and ability to understand various use cases

2. Hands on approach to lead a consumer product and mobilise a team to deliver the key matrices of product

3. Analytical: measure and use data and is able to derive meaningful insights and make it actionable; proven experience of decision-making using data

4. Attention to detail – doesn't miss out on small details, asks probing questions to understand under-lying issues and go deeper into the problem

Joining By: 1 June 2022

Salary Details

CTC: 1,650,000 INR Per Annum

Gross: 1,300,000 INR Per Annum

CTC Breakup: Fixed CTC: 13,00,000/-
ESOP: 3,00,000/-

Perks / Bonus: Joining Bonus: 50,000/-

Selection Process

Resume Shortlist: Yes

Written Test: Yes

Online Test: No

Group Discussion: No

Medical Test: No

Personal Interview: Yes

No. of Rounds: 3

No. of Offers: 3

Minimum CGPA: 7

Eligibility

Recruiting PHDs: No

Eligible Departments: B.Tech in Biochemical Engineering & Biotechnology, B.Tech in Chemical Engineering, B.Tech in Civil Engineering, B.Tech in Computer Science & Engineering, B.Tech in Electrical Engineering, B.Tech in Electrical Engineering (Power and Automation), B.Tech in Engineering Physics, B.Tech in Materials Engineering, B.Tech in Mathematics & Computing, B.Tech in Mechanical Engineering, B.Tech in Production & Industrial Engineering, B.Tech in Textile Engineering, B.Tech and M.Tech in Biochemical Engg & Biotechnology, B.Tech and M.Tech in Chemical Engineering, B.Tech and M.Tech in Computer Science & Engineering, B.Tech and M.Tech in Mathematics & Computing, M.Tech in Applied Optics, M.Tech in Atmospheric-Oceanic Science and Technology, M.Tech in Biomedical Engineering, M.Tech in Chemical Engineering, M.Tech in Communications Engineering, M.Tech in Computer Science & Engineering, M.Tech in Computer Technology, M.Tech in Construction Engineering & Management, M.Tech in Control & Automation, M.Tech in Energy & Environment Technologies and Management, M.Tech in Energy Studies, M.Tech in Environmental Engineering & Management, M.Tech in Fibre Science & Technology, M.Tech in Geotechnical and Geoenvironmental Engineering, M.Tech in Industrial Engineering, M.Tech in Industrial Tribology & Maintenance Engineering, M.Tech in Instrument Technology, M.Tech in Integrated Electronics & Circuits, M.Tech in Materials Engineering, M.Tech in Mechanical Design, M.Tech in Molecular Engineering: Chemical Synthesis & Analysis, M.Tech in Optoelectronics & Optical Communication, M.Tech in Polymer Science & Technology, M.Tech in Polymer Science and Technology, M.Tech in Power Electronics, Electrical Machines & Drives, M.Tech in Power Systems, M.Tech in Production Engineering, M.Tech in Radio Frequency Design & Technology, M.Tech in Rock Engineering & Underground Structures, M.Tech in Solid State Materials, M.Tech in Structure Engineering, M.Tech in Telecommunication Technology & Management, M.Tech in Textile Chemical Processing, M.Tech in Textile Engineering, M.Tech in Thermal Engineering, M.Tech in Transportation Engineering, M.Tech in VLSI Design Tools & Technology, M.Tech in Water Resources Engineering, B.Tech in Civil

Engineering and M.Tech in Geotechnical and Geoenvironmental Engineering, B.Tech in Civil Engineering and M.Tech in Water Resources Engineering, B.Tech in Mechanical Engineering and M.Tech in Thermal Engineering, B.Tech in Mechanical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Civil Engineering and M.Tech in Structural Engineering, B.Tech in Civil Engineering and M.Tech in Construction Engineering & Management, B.Tech in Textile Engineering and M.Tech in Computer Science & Engineering, B.Tech in Engineering Physics and M.Tech in Computer Science & Engineering, B.Tech in Chemical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Production & Industrial Engineering and M.Tech in Computer Science & Engineering, B.Tech in Mechanical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Mechanical Engineering and M.Tech in Computer Science & Engineering, B.Tech in Production & Industrial Engineering and M.Tech in Production Engineering, M.S.(R) in Biochemical Engineering and Biotechnology, M.S.(R) in Biological Sciences, M.S.(R) in Telecommunication Technology and Management, M.S.(R) in Civil Engineering, M.S.(R) in Chemical Engineering, M.S.(R) in Computer Science & Engineering, M.S.(R) in Electrical Engineering, M.S.(R) in Sensors, Instrumentation and Cyber-physical System Engineering, M.S.(R) in Automotive Research and Tribology, M.S.(R) in VLSI Design Tools and Technology, M.S.(R) in Mechanical Engineering, M.S.(R) in Materials Science and Engineering, M.S.(R) in Information Technology, M.B.A. (General), M.B.A. (with focus on Management Systems), M.B.A. (with focus on Telecommunication Systems management), M.B.A. (with focus on Part Time)