

Career:

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Mail your resumes to office@qquick.in with the Subject Line: Application for <Insert Position Title>

Location: New Delhi (National Capital Territory)

Openings:

1. Title: Vehicle Program Director

Responsibilities:

- Identify different types of vehicle formats and a wide range of suppliers
- Connection with sources within the industry
- Maintain excellent relationship with suppliers to jointly create vehicle formats
- Ensure reliability, meet vehicle product specifications according to cost optimization
- Responsible for scheduling of delivery, development, integration and roll-out of vehicles
- Work with founders for better understanding of Product-Market mix
- Define and document business requirements to capture the right vehicle format mix

Requirements:

- 8-12 years of experience across mobility formats
- Understanding of EV, batteries
- Idea of connected Tech
- Track record of excellent Technical Program management
- Good communication and inter-personal skills

2. Title: Operations Director

Responsibilities:

- Manage a growing EV fleet
- Set processes for efficient service and maintenance
- Govern the EV fleet daily
- Comfortable with working with field technicians, mechanics as well as required support staff
- Prepare, maintain and monitor reports, dashboards, and metrics to evaluate performance
- Responsible for safety and vehicle availability while optimizing cost per ride and cost per vehicle
- Work with CTO to digitize processes/techniques

Requirements:

- 8-12 years of Operations management is preferred

3. Operations Engineer

We are actively seeking for Operations Engineers for building a 'first of its kind' game-changing and growing e-mobility business. You will manage the on ground logistics around the business including daily operations management, maintenance and customer support.

About Us

- Our vision is to make clean, electric mobility affordable and accessible.
- We are a Shared Connected Electric Vehicle start-up, gearing up to get out of the stealth mode, comprising a team of Harvard, IIM and IIT background.
- In the past, our founding team built and ran one of the largest batteries and charging network of 1,00,000+ stations and a fleet of 10,000+ connected vehicles.

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Responsibilities:

- Operations Engineer will be responsible for maintaining vehicles and keeping them charged. Role would start as an Individual contributor but the engineer would soon lead a team as the scale of business moves up.
- Follow operational practices that will enable the company to satisfaction deliver customer
- Work cross-functionally with other teams and ensure new vehicles are deployed on time
- Use best practices provided by the Service Engineering team to implement efficient maintenance and charging operations
- Maximize safety and vehicle availability while reducing cost per ride and cost per vehicle

Desired Profile

- Engineers/Diploma holders from the field of Mechanical/ Electrical.
- 0-3 years of work experience. Experience in mobility/transportation industry preferred.
- Ability and desire to ride electric vehicles.
- Bias toward action and amicable focus towards customer
- Strong Excel / data management skills

4. Title: Product-Market Manager

Responsibilities:

- Understanding Voice of Customer
- Focus on driving product-market fit in a rapidly changing industry
- Well-defined proposition with customers
- Conduct primary and secondary research
- Define customer archetypes
- Define and match use cases to products
- Work with expansion team to scale business
- Work with Tech team to drive the best in class user experience

Requirements:

- 5-8 years of business management is preferred
- Ease of solving problems
- Strong data/spreadsheet skills
- Project management skills
- Good communication and inter-personal skills

5. Title: Expansion Manager/Growth Hacker

Responsibilities:

- Work in sync with the Product-Market Manager to help scale the business
- Extrapolate Customer Value Proposition for other use cases
- Responsible for targeted advertising

Requirements:

- 5-8 years of business management is preferred
- Ease of solving problems
- Strong data/spreadsheet skills
- Project management skills
- Good communication and inter-personal skills

6. Title: City Manager

Responsibilities:

- Own the complete strategy for a city
- Responsible for P&L of the city
- Cross-functional alignment with other teams – Vehicle Program Director, Operations Director, Product-Market Manager, Expansion Manager, etc.
- Build a strong relationship with government, transportation, municipal and other public agencies
- Be the ambassador of our services in the city
- Responsible for customer satisfaction in the city

Requirements:

- 8-12 years of business management is preferred
- Experience in an asset-intensive environment is desired
- Cross-functional experience is highly desired
- Ease of solving problems
- Strong data/spreadsheet skills
- Proven track record of people management
- Project management skills
- Good communication and inter-personal skills

7. Title: Market Activation Manager

Responsibilities:

- Responsible for a wider reach of our brand and ensuring that the general public have a better understanding of our services, and thus facilitating conversion to a potential customer
- Field activities related to promotion: e.g. handing over pamphlets to targeted audience, liaise with RWAs, Market authorities, etc. for promotion of our posters
- Understand pain points of prospective customers and summarize the understanding

Requirements:

- 5-10 years of experience in field sales/customer acquisition
- Good communication skills, persuasive enthusiasm
- High level of integrity
- Ability to ride a two-wheeler
- Good connections with housing societies, commercial areas, etc. is desirable

8. Title: Internship

Our team is hiring for bright Interns (Product-Market Fit Intern, Market Activation Intern, Growth Hacker Intern and Operations Intern) who are motivated to work in a fast-paced early-stage start-up environment, learn and have fun in the process.

Responsibilities would include but not limited to a mix of the following:

- Work with the founders to understand Product-Market mix and conduct experiments to validate hypotheses
- Conducting Primary and Secondary Market Research and connecting the dots to understand consumer behavior or customer adoption trends
- Responsible for arranging and conducting interviews with different stakeholders for insights analysis
- Performing rigorous analysis of data points to have a strong understanding of Consumer Behavior
- Performing analysis of different Value Chains related to and adjacent to our business
- Responsible for Market Activation, leading targeted Marketing/Digital Marketing Campaigns and ensuring high levels of customer conversion rates
- Driving a growing presence of the brand and services through Social Media channels, website, etc. (online content creation and user engagement)
- Crafting business propositions to address target customer segments for shared connected electric mobility offerings
- Prepare, maintain and monitor reports, dashboards, and metrics to evaluate operational performance
- Create new processes for efficient governance of the business
- Optimizing costs and fleet availability
- You shall also own certain aspects of cross-functional responsibilities as required in a fast-paced early stage start-up

Requirements:

- MBA degree but we are open to exceptional graduates also who are willing to work in a fast-paced environment
- Good communication and inter-personal skills
- Ease of solving problems; ability to think on one's feet
- Good analytical skills
- A mind-set for working in an early stage start-up environment; getting one's hands dirty and ability to close issues at a fast pace

What you will learn in this internship:

- Growth of a business from scratch
- Product-Market fit
- Making customer adoption happen

