



## **Company Overview:**

*Juleo is a Delhi NCR-based Applied AI and consumer Tech company tackling one of our time's largest unsolved consumer internet problems: Online Dating and matchmaking. We are not yet another dating app but a Trusted Exclusive Singles Club where every Member gets a personal AI matchmaker who gets them great first meetings.*

*We are a motley crew of smart, passionate, and nice people who believe you can build a high-performing company with a culture of respect—aka a sports team with a heart and a caring meritocracy. Our illustrious angels include unicorn founders, serial entrepreneurs with exits, tech and consumer industry stalwarts, and investment professionals/bankers.*

*We are hiring for our founding team, which will take the product from prototype to landing! This is an opportunity for disproportionate non-linear impact, learning, and wealth creation in a classic 0-1 with a Silicon Valley-calibre founding team.*

*Team Members: [Varun Sud](#) (Founder CEO), [Chiranjeev Ghai](#) (Co-Founder), [Shraddha S Kohli](#), [Vidushi Khanna](#), [Neha Tomar](#), [Nidhi Khadria](#) (Legal consultant), [Kapil Nayyar](#) (Finance consultant)*

## **Company:**

*Juleo is a Trusted, Exclusive Singles Club. We are an Applied AI start-up using technology to make online dating and matchmaking more efficient and healthier, given that dating app fatigue and burnout are at an all-time high. Our founders are experienced alumni of Google, Zomato, Wharton, and IIT and believe high-performing companies can be created with a culture of respect and empathy. Come work with us in this exciting, fun space to combine a job with doing social good!*

## **Job Description:**

### **Key Responsibilities:**

#### **1. Restaurant Recruitment:**

- *Identify and research potential restaurant partners that align with our event themes and objectives.*
- *Negotiate partnership terms and agreements with restaurants, ensuring mutual benefit and alignment with company goals.*
- *Coordinate with internal teams to onboard new restaurant partners and ensure smooth integration into our event planning process.*

#### **2. Relationship Management:**

- *Serve as the primary point of contact for our restaurant partners, addressing any inquiries or concerns they may have.*
- *Develop and maintain strong, long-lasting relationships with restaurant owners, managers, and staff.*
- *Act as a liaison between restaurant partners and internal teams to facilitate effective communication and problem resolution.*

### **Requirements:**

- *Bachelor's degree/Master's degree with 1-2 years of experience*
- *Strong communication and interpersonal skills, with the ability to effectively engage and negotiate with stakeholders at all levels.*
- *Excellent organizational skills and attention to detail, with the ability to manage multiple projects simultaneously.*
- *Self-motivated and proactive attitude, with a passion for building and nurturing relationships.*

### **Benefits:**

- *Competitive salary and performance-based incentives.*
- *Opportunities for career growth and development within a fast-paced, innovative environment.*