

**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**

**PLACEMENT OPPORTUNITY @ INFO EDGE (INDIA) LTD. (BU: Naukri.com)**

**NOTICE NO.: AJU/T&P/PG/0017/21-22**

**DATE: 27/11/2021**

**NAME OF COMPANY: INFO EDGE (INDIA) LTD (BU: NAUKRI.COM)**

**Registration Deadline: 11:59 pm, 28<sup>th</sup> November 2021.**

**COMPANY PROFILE:**

**Info Edge is India's** leading consumer internet company known for its strong brands in recruitment(naukri.com, naukrigulf.com, iimjobs.com, firstnaukri.com), real estate (99acres.com), matrimony (Jeevansathi.com) and education (shiksha.com).Starting with a classified recruitment online business, naukri.com, the Company has grown and diversified rapidly, setting benchmarks as a pioneer for others to follow either through setting up of in-house brands or Through the route of strategic investments and acquisitions. Zomato.com, policybazaar.com & happily Unmarried Marketing Private Limited are our investee companies to name few out of many. With years of Experience in the domain, strong cash flow generation and a diversified business portfolio, Info Edge is one of the very few profitable pure play internet companies in the country.

**ABOUT THE BUSINESS UNIT:**

**NAUKRI.COM**, online recruitment classifieds, is a significant player and a market leader in India's well established business space. The recruitment space provides all the job seeker with advisory services and caters to different elements of the job listing, employer branding, resume short-listing, career site management and campus recruitment. With over 67 Million resumes searches daily, Naukri.com has 5 Million job listings, 59 Thousand+ unique clients and 4.9 Million recruiters connect with the job seekers via emails. The platform, on the online recruitment space, continues to reinforce its established leadership position in India that has given it a competitive edge in the market.

**JOB PROFILE:** Executive – Corporate Sales – Naukri.com

**JOB LOCATION:** Various Locations

**JOB ROLE & RESPONSIBILITIES:**

- Selling online enterprise recruitment solutions to corporate clients by assessing their business requirements.
- Achieving sales targets through acquisition of new clients and growing business from existing clients.
- Developing a database of qualified leads through referrals, telephone canvassing, social media and other channels.
- Area Mapping, prospecting, negotiation, freezing on commercials and closing of deals with necessary documentations.

- Prospect relentlessly to build a pipeline and strong personal relationships with prospects
- Be proactive about solving problems even if its outside of your area and be ready to take on additional initiatives and responsibilities as they emerge
- Seek out opportunities to be a leader and do everything you can to help the company achieve its larger objectives.
- Be an evangelist for Naukri's ecosystem of products and services

**KEY RESULT AREAS / KEY PERFORMANCE INDICATORS:**

- Solution Selling
- B2B Sales
- New Business Development
- Prospecting/Providing customized solutions to Clients across domain & segments
- Handling negotiations/ closing orders
- Consistency in meeting set sales targets
- Setting and managing client expectations
- Managing Client relationships /up selling and Cross Selling

**DESIRED CANDIDATE PROFILE:**

- Excellent oral and written communication skills
- Competence to acquire new skills and knowledge continuously
- Ability to work under pressure
- Good general knowledge and awareness of business landscape
- Ability to manage a large number of prospect situations simultaneously while positioning company products against direct and indirect competitors
- Strong negotiation and accurate forecasting skills
- Ability to assess business opportunities and use data to make informed decisions and persuade others
- Action-oriented and focused on achieving results

**BENEFIT OF JOINING THE COMPANY:**

- Full-cycle B2B sales experience of state of the art internet products and services
- Opportunity to work with senior clients from leading corporates
- Competitive compensation structure including healthy incentives
- Job security and stability coupled with fast-tracked growth opportunities
- Young and vibrant work culture
- Medical Insurance
- Work life balance

**SALARY PACKAGE OFFERED: INR 4.5 LPA (INR 3.4 LPA, fixed)**

**COURSE ELIGIBLE: MBA** (This is a hardcore sales job. Only those who are interested in a sales profile should apply)

**ELIGIBLE PASSING YEAR: 2022**

**GENDER ELIGIBLE: Both Male & Female**

**TENTATIVE JOINING DATE/PERIOD: Immediate**

## **SELECTION PROCESS:**

Virtual Drive

## **PROCESS OF REGISTRATION:**

**01.** Interested students need to click on the below link or copy/paste the link on Google Chrome (or any other Web Browser) to fill all their details in the provided Google form and should submit to register successfully.

<https://forms.gle/eSbptrNTDTHdk44g6>

**02.** Students registered with the T&P Department for placements, are only eligible.

**03.** Please note that it is mandatory to submit the above form to nominate successfully.

**04.** The form can be submitted only once, thus please be cautious while filling up the form.

**05.** The Resume File name must be student's own name.

**06. Registration Deadline is 11:59 pm, 28<sup>th</sup> November 2021.**

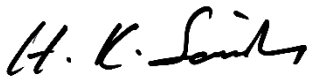
**07. Please Note: The Registration process will automatically turn off after the provided deadline.**

**08.** One student can Register only once, thus be cautious while registering.

**09.** You are advised to read & understand the disclaimer below before applying for this opportunity.

**10.** For queries - Send Email to [placements@arkajainuniversity.ac.in](mailto:placements@arkajainuniversity.ac.in)

Sd/-



**HEAD - TRAINING & PLACEMENTS**

**Disclaimer:** The above Notice is based on the information as shared by the employer. The employer reserves the right to change or modify the afore-mentioned job details without any prior information. The Training & Placement Department and the University will not be responsible for any deviation. Nominating or applying for the vacancy/job profile indicates your agreement to all the Terms & Conditions/Training & Placement Department Placement Policy, in these terms, as modified from time to time. Therefore students are strictly advised to read clearly & understand the Placement Policy (Procedural & Behavioral both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.