

ARKA JAIN UNIVERSITY

TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY @ JUST DIAL LTD.

NOTICE NO.: AJU/T&P/UG/0047/21-22

DATE: 09/02/2022

NAME OF COMPANY: JUST DIAL LIMITED

PAYROLL COMPANY NAME: JUST DIAL LIMITED

Registration Deadline is 11:59 pm, 10th February 2022

COMPANY PROFILE:

Just Dial is an Indian internet technology company that provides local search for different services in India over the phone, website and mobile apps. **Founded in 1996 by VSS Mani, the company is headquartered in Mumbai, India.**

In addition to its headquarters, Just dial has offices in Ahmedabad, Bangalore, Chandigarh, Chennai, Coimbatore, New Delhi, Hyderabad, Jaipur, Kolkata, and Pune. In 2020 Just dial had 10,984 employees and a database of approximately 29.4 million listings and 536,236 active paid campaigns. On 16 July 2021, Reliance Retail acquired a 66.95% stake in Just Dial for ₹3,497 cr.

Key Highlights:

- **Pan India presence:** Services offered all over India across 250+ cities.
- **First-mover advantage:** Being the industry pioneer, Justdial has a robust presence in all cities and towns of India including deep penetration in Tier II and III cities.
- **Advanced and scalable technology platform:** A vast range of features for a more engaging user experience with 23 transaction oriented search plus verticals, JD Social – Justdial's own social sharing platform, and a Real Time Chat Messenger, on a single platform.
- **Large Online community of engaged users:** With over 142.7 million users (quarterly average unique users) as of December 31, 2021, who have contributed to 127,857,121 ratings and reviews till date. Justdial's online community continues to be more engaged than ever.
- **Attractive value proposition for local MSMEs:** Justdial's value-added offerings of huge online visibility, payment solutions, customized website, mobile site and mobile app; all packaged together, make it an attractive value proposition for MSMEs, several of whom have continuous associations with Justdial.
- **Local Expertise:** With a strong and widespread sales force, years of experience and in-depth local market knowledge, Justdial enjoys significant expertise across all regions of the country. Besides, Justdial's healthy relations with existing MSMEs enable them to get referrals and repeat business.
- **Long operating history with a proven monetization model.**
- **Experienced management team**

WEBSITE: <https://www.justdial.com/cms/overview>

JOB DESIGNATION: Field Business Development Executive

JOB LOCATION: Delhi NCR

SALARY PACKAGE OFFERED:

CTC Up to Rs.3 LPA + Other Benefits (Gratuity, Medical Insurance, Accidental insurance etc.)

COURSE ELIGIBLE: BBA/BCOM

ELIGIBLE PASSING YEAR: 2022

GENDER ELIGIBLE: Male/Female

JOB ROLE & RESPONSIBILITIES:

- Ø Achieve lasting customer success and higher profitability
- Ø Leverage Justdial's strength in creating clients' campaign where he gets maximum benefit at most cost effective investments
- Ø Drive sales and increasing the number of client acquisition and thereby generating revenue for our organization
- Ø Meet commercial establishments those are located within the area allocated to him her and adhere to the following steps:
- Ø Present the business offering and explain benefits of the brand to the prospective clients.
- Ø Provide a demo and explain the advantages and features of the services.
- Ø Collect qualitative business information of the business enterprises he/she visits and also explain how the same would be represented to the users of Justdial.
- Ø Explain the contract, its feature, tenure and all terms and conditions to customer in detail.
- Ø Persuade the business owners/managers to register with Justdial as paid customers, which would enhance their business.
- Ø Adhere to the compliance and policies set by the department.

JOB REQUIREMENTS:

1. Language Proficiency - Fluent in English & Hindi
2. Good communication skill to explain the services of Justdial and also able to comprehend queries and doubts of clients; helping them to handle the clients

SELECTION PROCESS: Virtual

MODE OF WORK: Work from Office

TENTATIVE JOINING DATE/PERIOD: Immediate (During the semester examination leave will be provided)

ANY BOND/SECURITY AMOUNT: None

PROCESS OF REGISTRATION:

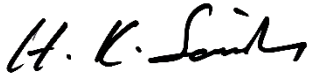
01. Interested students need to click on the below link or copy/paste the link on Google Chrome (or any other Web Browser) to fill all their details in the provided Google form and should submit to register successfully.

<https://forms.gle/wZd7RrSWhuAUqyC3A>

- 02.** Students registered with the T&P Department for placements, are only eligible.
- 03.** Already placed & debarred students are not eligible.
- 04.** Updated list of debarred students is available with the respective Faculty Coordinators.
- 05.** Please note that it is mandatory to submit the above form to nominate successfully.

06. The form can be submitted only once, thus please be cautious while filling up the form.
07. The Resume File name must be student's own name.
08. **Registration deadline for Nomination is 11:59 pm, 10th February 2022.**
09. One student can Register only once, thus be cautious while registering.
10. Please Note: The Registration process will automatically turn off after the provided deadline.
11. You are advised to read & understand the disclaimer below before applying for this opportunity.
12. **Coordinating Training & Placement Officer: Mr. Rahul Rej (WhatsApp @ 9831664615).**

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.