

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT
PLACEMENT OPPORTUNITY @ INFO EDGE (INDIA)
LTD. (BU: Naukri.com)

NOTICE NO.: AJU/T&P/PG/0006/22-23

DATE: 29/06/2022

NAME OF COMPANY: INFO EDGE (INDIA) LTD. (BU: Naukri.com)

Registration Deadline is 11:59 pm, 30th June 2022.

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 a 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 searched 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, in the online recruitment space, continues to reinforce its established leadership position in India that has given it a competitive edge in the market.

Website: <http://www.infoedge.in/>

JOB RESPONSIBILITIES INCLUDE BUT NOT LIMITED TO:

- 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 deals with the necessary documentation.

- 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 domains & segments
- Handling negotiations/ closing orders
- Consistency in meeting set sales targets
- Setting and Managing client expectations
- Managing Client relationships / Upselling and Cross-Selling

WHAT THE COMPANY PROVIDE:

- Full-cycle B2B sales experience of the 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

JOB PROFILE: Sr. Executive – Corporate Sales

ELIGIBILITY: MBA

ELIGIBLE PASSING YEAR: 2023

GENDER ELIGIBLE: Male & Female Both

REMUNERATION OFFERED: Will be shared later by the Company.

LOCATION: Pan India

SELECTION PROCESS:

Interview (Virtual/physical)

PROCESS OF REGISTRATION:

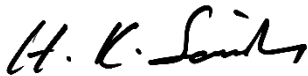
01. Interested students need to click on the below link or copy/paste the link on Google Chrome (or any other Web Browser) to fill all their details in the provided Google form and should submit to register successfully.

<https://forms.gle/yBZ98FyeeZG7xdJw9>

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 the student's own name.
- 06. **Registration Deadline is 11:59 pm, 30th June 2022.**
- 07. One student can Register only once, thus be cautious while registering.
- 08. Please Note: The Registration process will automatically turn off after the provided deadline.
- 09. You are advised to read & understand the disclaimer below before applying for this opportunity.
- 10. For queries you may Whatsapp @ 7279900530 (Ms. Zeba - Sr. Executive Training and Placement Department)

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.