

## ARKA JAIN UNIVERSITY

### TRAINING & PLACEMENT DEPARTMENT

## PLACEMENT OPPORTUNITY@ INDIAMART INTERMESH LTD.

NOTICE NO. : AJU/T&P/PG/0006/23-24

DATE: 23/11/2023

NAME OF COMPANY: INDIAMART INTERMESH LTD.

PAYROLL COMPANY NAME: INDIAMART INTERMESH LTD.

**Registration Deadline is 11:59 PM, 27<sup>th</sup> November 2023**

#### COMPANY PROFILE

**IndiaMART** is India's largest online B2B marketplace, connecting buyers with suppliers. With 60% market share of the online B2B Classified space in India, the channel focuses on providing a platform to Small & Medium Enterprises (SMEs), large enterprises as well as individuals. **Founded in 1999, the company's mission is 'to make doing business easy'.**

**IndiaMART** offers a platform to over 131 million buyers to search from over 74 million products and get connected with over 6.4 million reliable and competitive suppliers.

**IndiaMART** has been the proud recipient of the "Most Promising Company of the Year" at the CNBC Awaaz CEO Awards in 2019, 'Video Content in a Business Website- Special Mention' at Video Media Awards and Summit 2019, 'Best Online Classified Website' at Drivers of Digital Summit & Awards 2018, 'Best Business App Award' at GMSA 2017, 'Special Contribution Award' at WASME – Super SME Awards 2016, Manthan Award South Asia and

Asia Pacific 2013 under the 'E-business and Financial Inclusion' category and Red Herring 100 Asia Awards 2008. **IndiaMART** has over 2,754 employees located across 32 offices in the country.

OFFICIAL WEBSITE: <https://www.indiamart.com/>

**POSITION DESCRIPTION:**

Client servicing professionals focus on managing clients, maintaining a long term relationship with clients and maximizing sales opportunities within them. This position allows you to build productive, professional relationships with key personnel in assigned client accounts. Top client servicing professionals are passionate and driven in order to produce top results, all the while maintaining integrity. Position holder will be an individual contributor, responsible to generate revenue through serving existing clients, managing their retention and renewal year on year and upsell.

**JOB SUMMARY:**

- To generate leads & identify decision makers within targeted leads and initiate the sales process
- To penetrate all targeted accounts and originate sales opportunities for the company's products and services
- To set up and deliver sales presentations, product/service demonstrations on daily basis
- To ensure systematic follow-up with the client organizations to take the sales pitch to time-bound closure
- To be an interface between the customer and internal support teams to ensure that the customer receives the best possible service from the company
- To ensure that all payments are collected as per the company's payment terms
- Ensure adherence to sales processes and requirements
- Achievement of monthly, quarterly & yearly business plan
- Forecast sales, develop "out of the box" sales strategies/models and evaluate their effectiveness
- Evaluate customer's skills, needs and build productive long lasting relationships
- Meet personal and team sales targets
- Research accounts and generate or follow through sales leads
- Attend meeting, sales events and trainings to keep abreast of the latest developments
- Achieving **sales targets through new client acquisition** and growing existing client base
- Area Mapping, cold calling, prospecting, negotiation, closing on commercials and deals
- Building and managing strong relationships with clients and customers
- Selling high-end, customized online property solutions

**KNOWLEDGE:**

•Knowledge and application of sales techniques such as: Seek Opportunity, Rapport building, selling on emotion, ownership, building value in the product, and upselling.

**SKILLS:**

- Quick thinking and problem solving skills
- Able to work independently and as a team player
- Excellent verbal communication skills
- Excellent active listening skills

**ATTITUDE & BEHAVIOUR:**

- Positive and enthusiastic attitude
- Handles Rejection well
- Customer focus and result oriented approach

**QUALIFICATION:**

- Only MBA; Passing Year 2024**

**PROFILE OVERVIEW:**

S. No.	Position Offered	Qualification	Percentage in 10th & 12th	Grad %	Experience	Payroll	Salary Offered
1	Executive - Client Acquisition (FSF)	MBA/PGDM	<b>65% and Above</b>	<b>50% and Above</b>	Fresher	<b>On-Roll</b>	<b>3.6 LPA + Incentives</b>

**HIRING CRITERIA:**

1. Mandatory above mentioned percentage for respective qualification
2. Must have their own vehicle (For FSF profile)
3. Must have an Android Phone with android version (lollipop or above)
4. Must have a Valid Driving License or Learning License (For FSF Profile)
5. Must have PAN Number, Aadhar Card or Acknowledgement of same
6. Must Have Laptop of your own

**INDUSTRY LEADING BENEFITS:**

- Lucrative Incentives plans over and above the fixed salary
- Accidental Insurance, Group Life Insurance & Mediclaim
- I-LEAP Program (Higher Education Assistance Program)

**GENDER:** Male

**SELECTION PROCESS:**

1. PPT
2. Group Discussion
3. Personal Interview

**JOB LOCATION FOR EXECUTIVE - CLIENT ACQUISITION (FSF):** PAN INDIA

**TENTATIVE DATE OF JOINING:** After successfully completion of the Course

**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/HVn4ym15M3dFhBUv9>**

**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 for Nomination is till 11:59 pm, 27<sup>th</sup> November 2023.**

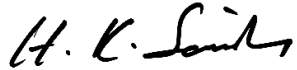
**07.** One student can Register only once, thus be cautious while registering.

**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 @ 9831664615 (Mr. Rahul Rej – Sr.Manager T&P, AJU).

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 aforementioned 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.