

ARKA JAIN UNIVERSITY
DEPARTMENT OF TRAINING & PLACEMENT
PLACEMENT OPPORTUNITY @[NAUKRI.COM](https://www.naukri.com)

NOTICE NO.: AJU/T&P/PG/0022/23-24

DATE: 12-02-2024

NAME OF COMPANY: [NAUKRI.COM](https://www.naukri.com)

Registration will close on 14th February 2024 at 11:59 pm

COMPANY PROFILE:

[NAUKRI.COM](https://www.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.

JOB PROFILE: Sr. Executive – Corporate Sales

ELIGIBILITY: MBA

ELIGIBLE PASSING YEAR: 2024

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

GENDER ELIGIBLE: Male & Female Both

REMUNERATION OFFERED: INR CTC 6.75 Lac

LOCATION: Gurugram, Noida, New Delhi

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/NqMF94LCVhbm5fXd9>

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 will close on 13th February 2024 at 11:59 pm

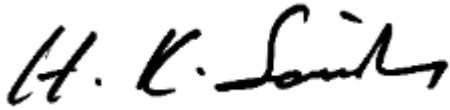
07. One student can Register only once, thus be cautious while registering.

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 contact the Undersigned or write a mail to placements@arkajainuniversity.ac.in.

Sd/-



DEAN – 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.