

# IndiaMART InterMESH Ltd

## Executive - Client Acquisition (FSF)

### Job Profile Details

Placement Cycle

**ARKA JAIN University - Placements 2024-25**

Job Location

Kolkata

Date of Visit

NA

Position Type

Full Time

Expected Hires

NA

Sector

Business Development

CTC

INR 360000

Category

Level 2 - General

Description

About Company:

IndiaMART is India's largest online B2B marketplace, connecting buyers with sellers. Over last 28 years, they have been continuously evolving their platform using sophisticated business-enablement technologies to make doing business easy. Their credo, 'One-stop expert for all business needs!' appropriately depicts their approach. With 11 Cr+ product and services offerings and 80 lakhs responsive supplier bases, they provide ease and convenience to their ~20 Cr buyers. Their IPO was a thumping success in 2019, reaffirming the trust of their users and investors alike. Headquartered in Noida, they have 5,066+ employees located across 56 offices in the country.

Website: [www.indiamart.com](http://www.indiamart.com)

What the Role offers:

This position allows you to build new clients for the organization, build rapport and trust in both yourself and the company. Their top sales professionals are passionate and driven in order to produce top results, all the while maintaining integrity.

Their sales professionals focus on face-to-face sales presentations as they provide their clients an opportunity to know IndiaMART & value addition IndiaMART can bring to their respective business. Position holder will be an individual contributor,

responsible to drive sales activities within assigned region.

Key Responsibilities:

To generate leads from given database & 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 ensure that all payments are collected as per the company's payment terms.

Critical Skills of a Suitable Candidates:

Quick thinking and problem-solving skills

Excellent verbal communication skills

Excellent active listening skills

Innovative vision and foresight to anticipate and create new opportunities

that resonate with your customer.

Industry Leading Benefits:

Weekly Conveyance Policy

Weekly Salary

City Compensatory Allowance for Bangalore

Lucrative Incentives plans over and above the fixed salary

Accidental Insurance, Group Life Insurance & Mediclaim

I-LEAP Program (Higher Education Assistance Program)

You Can Apply if you possess:

Over 65% in 10th and 12th both

Over 50% in Graduation

Will complete Masters Degree in Management in year 2025

## Open for Courses

### - Jain - Arka Jain University Jharkhand

*MBA (Semester)*

1. Business Administration & Management
2. Finance
3. Human Resources
4. Commerce
5. Finance & Financial Management
6. Marketing
7. Marketing & Sales
8. Marketing & Finance
9. Marketing & Human Resource

## Eligibility Criteria

MBA (Semester)	<b>Applicants must have obtained</b> 65 % in Class 10th 65 % in Class 12th 50 % in Undergraduate
Work Experience Criteria	No work experience based criteria defined yet!
Allowed Genders	[Y] Male students [N] Female students [N] Other Genders
Backlogs	Students with backlog(s) not allowed

## Hiring Workflow

<b>Pre-placement Talk</b>	<i>No Venue/Time specified</i>
<b>Group discussion</b>	<i>No Venue/Time specified</i>
<b>HR interview</b>	<i>No Venue/Time specified</i>

## Additional Info

[Hiring Criteria](#)