

# IndiaMART InterMESH

Executive - Client Servicing (FSF)

## Job Profile Details

Placement Cycle	<b>ARKA JAIN University - Placements 2025-26</b>
Job Location	Kolkata
Date of Visit	NA
Position Type	Full Time
Expected Hires	NA
Sector	Business Development
CTC	INR 467000
Category	Level 2 - General
Description	<p><u>Company Overview:</u> IndiaMART is Indias 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 &amp; Medium Enterprises (SMEs), large enterprises as well as individuals. Founded in 1999, the companys mission is to make doing business easy.</p> <p>IndiaMART offers a platform to over ~20 Cr buyers to search from over 11.9 Cr products &amp; services and get connected with over 80 Lakh reliable and competitive suppliers.</p> <p>IndiaMART has been the proud recipient of the "Most Promising Company of the Year" at the CNBC Awaaz CEO Awards 2023, "Best Innovative Mobile App" Award at the 12th India Digital Awards 2023, "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 &amp; Awards 2018, Best Business App Award at GMASA 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.</p> <p>IndiaMART has over 6,000* employees located across 56 offices in the country. *Weekly Payroll - IndiaMART become the first ever Organization in India to provide Weekly payout of salaries to build a flexible work culture and ensure the financial wellness</p>

of their Employees

\*iLEAP Policy - Under this unique opportunity for employees to enhance their skills by enrolling in educational programs of their choice and getting reimbursement of the same from the company upon successful completion. Employees are sent to FMS, IIM, and Ahmedabad to work on their skills.

\*Weekly Conveyance Policy

\*Mediclaime/Accidental Claim

What the Roles Offer:

- Position holder will be an individual contributor
- Build and manage productive, professional relationships with clients
- Ensure clients are using and deriving benefit from IndiaMART
- Ensure products/services in clients e-catalog are accurately defined
- Maximize revenue by upselling other services and achieve fortnightly, monthly client retention and revenue targets
- Systematic follow-up and time-bound closures
- Prompt resolution of complaints
- Daily in person meetings (F2F) with clients onsite

Skills Require:

- Application of sales techniques
- Active listening and understanding the business contexts of clients
- Good Verbal and written communication
- Ability to work independently

Industry Leading Benefits:

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

Eligibility Criteria:

- Over 70% in 10th and 12th both
- Over 55% in Graduation
- Must have your own vehicle (For FSF Profile)
- Must have an Android Phone with android version (lollipop or above)
- Must have a Valid Driving License or Learning License and RC of two wheeler (For FSF Profile)
- Must have PAN Number, Aadhar Card or Acknowledgement of same
- Must have a Laptop of your own

Salary Offered: CTC 4.67 LPA + Incentives

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## Open for Courses

### - Jain - Arka Jain University Jharkhand

MBA (Semester)

1. Marketing & Finance
2. Marketing & Human Resource

## Eligibility Criteria

MBA (Semester)	<b>Applicants must have obtained</b> 70 % in Class 12th 70 % in Class 10th 55 % 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

No additional information