

NOTICE

Placement – IndiaMART

IndiaMART is India's largest online B2B marketplace, connecting buyers with sellers. Over last 27 years, we have been continuously evolving our platform using sophisticated business-enablement technologies to make doing business easy. Our credo, 'One-stop expert for all business needs!' appropriately depicts our approach. With 98 million product offerings and 7.6 million responsive supplier bases, we provide ease and convenience to our 175 million buyers. Our IPO was a thumping success in 2019, reaffirming the trust of our users and investors alike.

Headquartered in Noida, we have 4,000+ employees located across 56 offices in the country.

Executive – Client Acquisition

Location : PAN INDIA

Department : NSD (New Sales Division)

Payroll : Off Role

Salary 3.3 LPA + Incentives

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.

Who can Apply ?

- Over 60% in 10th and 12th
- Will complete Master's Degree in Management in year 2024

Industry Leading Benefits:

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

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 a Laptop of their own

**Students interested may also revert to Dr. Maulik Rathod (maulik.rathod@raiuniversity.edu)
Placement Coordinator, Rai School of Management Studies by October 09, 2023**

**Rajesh Nair
Training & Placement
Corporate Resource Cell**