



CENTRALISED CAREER GUIDANCE & PLACEMENT CELL

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F. No. GGSIPU/CCGPC/2021/280

Dated: 9th December 2021

Sub. Placement opportunity for MBA students of GGSIPU passing out in year 2022 in the company “Naukri.com (Info Edge India Ltd)”

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of placement opportunity for MBA students of GGSIPU passing out in 2022 year in the company “Infoedge” for your reference and circulation to students to apply on given link by **12th December 2021:**

Registration Link – <https://forms.gle/yusGjUKNry2i1Nd98>

Company	: Naukri.com (Info Edge India Ltd)
Position	: Senior Executive, Corporate Sales
Location	: Delhi NCR
CTC	: 5.50 LPA (4.15 LPA fixed, remaining variable)
Course Eligible	: MBA (Any Specialization)
Eligibility criteria	: X, XII, Graduation, PG (till date) having 50% throughout academics
Batch	: 2022 passing out

Job Description is attached.

Note that this is a B2B sales role, and only interested students should apply for it.

(Ms. Nisha Singh)
Placement Officer, CCGPC

infoedge



Role: Sr. Executive – Corporate Sales – Naukri.com

Location: Various

About Info Edge India Ltd

Info Edge is India's leading consumer internet company known for its strong brands in recruitment (naukri.com, naukrigulf.com, iimjobs.com, firstnaukri.com), real estate (99acres.com), matrimony (Jeevansathi.com) and education (shiksha.com).

Starting with a classified recruitment online business, naukri.com, the Company has grown and diversified rapidly, setting benchmarks as a pioneer for others to follow either through setting up of in-house brands or through the route of strategic investments and acquisitions. Zomato.com, policybazaar.com & Happily Unmarried Marketing Private Limited are our investee companies to name a few out of many. With years of experience in the domain, strong cash flow generation and a diversified business portfolio, Info Edge is one of the very few profitable pure play internet companies in the country.

These are exciting times for Info Edge as we continue to grow in all our businesses, and continue to scale newer heights. We are investing across various businesses, especially in cutting-edge technology, machine learning and artificial intelligence (AI) to increase our predictive powers on customer behavior and continuously optimize and improve our systems.

At Info Edge, people are our core competitive advantage and we will continue doing all that is needed to attract and retain the best available talent. Driven by innovation, an experienced and talented leadership team and a strong entrepreneurial orientation, we pride ourselves on having a culture that promotes meritocracy. Our numerous milestones can largely be credited to an incredibly smart team working in an environment that encourages creativity and going the extra mile to develop products that people love to use and add value to our clients.

About BU: Naukri.com

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 searches 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, on the online recruitment space, continues to reinforce its established leadership position in India that has given it a competitive edge in the market.



About the Role:

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 of deals with necessary documentations.
- 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 domain & segments
- Handling negotiations/ closing orders
- Consistency in meeting set sales targets
- Setting and Managing client expectations
- Managing Client relationships / Up selling and Cross Selling

What We Provide:

- Full-cycle B2B sales experience of 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

infoedge



naukri.com
India's No. 1 Job Site

Desired Candidate Profile:

- Excellent oral and written communication skills
- Competence to acquire new skills and knowledge continuously
- Ability to work under pressure
- Good general knowledge and awareness of business landscape
- Ability to manage a large number of prospect situations simultaneously while positioning company products against direct and indirect competitors
- Strong negotiation and accurate forecasting skills
- Ability to assess business opportunities and use data to make informed decisions and persuade others
- Action-oriented and focused on achieving results