



## CENTRALISED CAREER GUIDANCE & PLACEMENT CELL

Guru Gobind Singh Indraprastha University

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F. No. GGSIPU/CCGPC/2021/ 283

Dated: 10<sup>th</sup> December 2021

**Sub. Placement opportunity for MBA students of 2021 and 2022 batch in the company “Housing.com”.**

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of placement opportunity for MBA students of batch passed out in 2021 or passing out in 2022 in the company “Housing.com” for your reference and circulation to students to apply on given link by **13<sup>th</sup> December 2021:**

**Registration Link – <https://forms.gle/hkcZCq16HLZLcQjh7>**

Job opportunity with **Housing.com** in a Business Development team.

**Role:-** Account Manager

**Team:-** Broker Acquisition

**Location :-** New Delhi - 4

**Eligibility :-** Student(s) of MBA batch passed out in 2021 or passing out in 2022, should have scored 60% and above (equivalent in terms of CGPA/GPA) throughout 10th, 12th and Graduation.

**CTC:-** The total CTC will be Rs. 3.50 LPA + Incentives (upto 75k quarterly) + Petrol reimbursement (upto 6k per month) + Mobile reimbursements (upto 800 INR per month) + Insurance benefits.

**Note:**

1. Open to evaluate male and female candidates for this job role.
2. The selected student(s) must have a 2-wheeler or 4-wheeler and a driving license from the very 1st day of joining.
3. Student(s) should be willing to relocate near to the joining location - Janakpuri, New Delhi.
4. Student(s) who have geography knowledge of Delhi NCR and some bit of direct sales experience during internship will be preferred.
5. Student(s) should be comfortable with field sales (At least 4 client meeting at client place daily)
6. Student(s) should be available to join immediately

**To know more about the company, please click - [www.housing.com](http://www.housing.com)  
<https://www.linkedin.com/company/elara-tech/posts/?feedView=all>**

(Ms. Nisha Singh)  
Placement Officer, CCGPC



## Role: Account Manager Team: Broker Acquisition

### Who we are...?

REA India (previously known as Elara Technologies Pte. Ltd.) is a part of REA Group Ltd. of Australia (ASX: REA) ("REA Group"). It is the country's leading full stack real estate technology platform that owns Housing.com, Makaan.com and PropTiger.com.

In December 2020, REA Group acquired a controlling stake in REA India. REA Group, headquartered in Melbourne, Australia, is a multinational digital advertising business specialising in property. It operates Australia's leading residential and commercial property websites, realestate.com.au and realcommercial.com.au and owns leading portals in Hong Kong (squarefoot.com.hk) and China(myfun.com). REA Group also holds a significant minority shareholding in Move, Inc., operator of realtor.com in the US, and the PropertyGuru Group, operator of leading property sites in Malaysia, Singapore, Thailand, Vietnam and Indonesia.

REA India is the only player in India that offers a full range of services in the real estate space, assisting consumers through their entire home seeking journey all the way from initial search and discovery to financing to the final step of transaction closure. It offers advertising and listings products to real estate developers, agents & homeowners, exclusive sales and marketing solutions to builders, data and content services, and personalized search, virtual viewing, site visits, negotiations, home loans and post-sales services to consumers for both buying and renting.

REA India has a national presence with 13 offices across India with its corporate office located in Gurugram, Haryana.

### Housing.com

Founded in 2012 and acquired by REA India in 2017, Housing.com is India's most innovative real estate advertising platform for homeowners, landlords, developers, and real estate brokers. The company offers listings for new homes, resale homes, rentals, plots and co-living spaces in India. Backed by strong research and analytics, the company's experts provide comprehensive real estate services that cover advertising and marketing, sales solutions for





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real estate developers, personalized search, virtual viewing, AR&VR content, home loans, end-to-end transaction services, and post-transaction services to consumers for both buying and renting.

## PropTiger.com

PropTiger.com is among India's leading digital real estate advisory firm offering a one-stop platform for buying residential real estate. Founded in 2011 with the goal to help people buy their dream homes, PropTiger.com leverages the power of information and the organisation's deep-rooted understanding of the real estate sector to bring simplicity, transparency and trust in the home buying process. PropTiger.com helps home-buyers through the entire home-buying process through a mix of technology-enabled tools as well as on-ground support. The company offers researched information about various localities and properties and provides guidance on matters pertaining to legal paperwork and loan assistance to successfully fulfil a transaction.

## Makaan.com

Makaan.com was acquired by REA India in May 2015, with a vision to establish a true "marketplace" in real estate. With consumer ratings on large number of sellers, credible listings data and real-time intelligence on property search, Makaan.com has emerged as the preferred partner for consumers looking to rent, buy or sell a home. Makaan.com offers its online consumers maximum property options and has become one of the largest advertising platforms in online real estate in India.

## Our Vision

Delivering trustworthy experiences that you cherish for a lifetime.

## Our Mission

To be the first choice for our consumers and partners in their journey of discovering, renting, buying, selling, and financing a home. We do that we data, design, technology and above all the passion of our people, while delivering value to our shareholders.





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## Our Culture

Culture forms the core of our foundation and our effort towards creating an engaging workplace has resulted in REA India (previously known as Elara Technologies Pte. Ltd.) being ranked 13th among the coveted list of India's best 100 companies to work for, top 50 best workplaces for women and 48th among best workplaces in Asia in 2021 by Great Place to Work Institute. REA India (previously known as Elara Technologies Pte. Ltd.) was also ranked 34th in 2019 and 95th in 2017 in India's best 100 companies to work for list; and top 75 best workplaces for women in 2017.

## What does this role hold for you...??

- Responsible for the entire process of lead management, sales, and business development for the region
- Data management to ensure 100% coverage in assigned territory
- Responsible for service delivery and ensuring client retention
- Providing market intelligence, data analytics and insights to Marketing team to launch the right promotional and customer communication initiatives
- Responsible for achieving targets in the designated areas
- Mapping new projects & new builders in designated territories and acquisition of new projects and new builders to ensure coverage across designated territory
- Relationship Management with existing clients to ensure 100% coverage of new projects launched by them

## Apply if you have...

- Graduation or Post-graduation degree with 3 to 5 yrs of experience in B2B/Channel sales responsibility
- An outgoing personality and are confident & self-motivated
- Strong presentation skills
- A passion for selling and are resilient and persistent
- Ability to communicate with people at all levels & have strong negotiation skills
- Strong execution skills





## Know more about us...

Know more about us and our team, visit [www.housing.com](http://www.housing.com), [www.proptiger.com](http://www.proptiger.com) & [www.makaan.com](http://www.makaan.com)

