

Naukri.com

Dear Students,

We are pleased to inform that, **Naukri.com** is going to conduct campus recruitment drive for MBA 2018 pass out batch students on **27th Nov' 2018** (Tuesday)

Date: **27th Nov' 2018** (Tuesday)

Time/Venue: **9:00 AM - Peacock Hall-**

Selection Process: PPT - GD - INTERVIEWS (PFA eligible students list)

Position Description- Senior Executive – Corporate Sales (Naukri.com)

About Info Edge:

Info Edge is India's leading consumer internet company. With online presence in recruitment, matrimony, real estate and education, and strong brands like Naukri.com, 99acres.com, jeevansathi.com and Shiksha.com, it is more than 4000 people strong organization based out of more than 47 locations in India & Middle East.

Some facts about the company:

- Info Edge was founded in 1995 by Sanjeev Bhikchandani
- It is the first Indian Internet Company to go public. It got listed in NSE in 2006
- Current MD & CEO : Hitesh Oberoi
- External brands where the company has invested: Zomato, PolicyBazaar, Mertination, Canvera, Happily Unmarried, MyDala, Big Stylist

About Naukri.com

Naukri.com is a part of Info Edge India Limited & an iconic brand in India.

Naukri.com, started in 1997, is today India's No. 1 job portal. It is an online platform that helps job seeker and employers connect. It has a huge database of more than 42 million registered users and their resumes and more than 2lac job listings.

Naukri.com commands a traffic share of approx. 77%.

Position on offer: Senior Executive Corporate Sales (Naukri.com)

Location/Geography: Hyderabad & other cities

Key Responsibility Areas:

- Selling online recruitment solutions to corporate clients by assessing their business requirements. **Our recruitment solutions include “Access to database of resumes” and “Space on the website for advertisements”.**
- Achieving sales targets through acquisition of new clients and growing business from existing clients.
- Developing a database of qualified leads through referrals, telephone canvassing and cold calling.
- Area Mapping, cold calling, prospecting, negotiation, freezing on commercials and closing of deals with necessary documentations.
- Building and managing strong relationships with customers.

Requirements:

- PDGBM / MBA (Marketing) from reputed B-School
- Excellent oral and written communication skills
- Ability to work under pressure
- Good General Knowledge
- Sale Aptitude

Package Details

Package Details (Hyderabad)

Component	Per Annum	In hand(before tax)
Annual Fixed Salary (including basic, HRA, special allowance, LTA, medical allowance, insurance, PF and gratuity)	415000	30707 per month
Annual Variable Pay (Performance Based)	135000	Based on Performance. Paid Quarterly
Total Earning Potential (CTC)	550000	

Over and above the CTC, monthly mobile and conveyance reimbursement will be given on actuals upon submission of bills.

Package Details (Nellore/Vijayawada/Vishakhapatnam)

Component	Per Annum	In hand(before tax)
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Annual Fixed Salary (including basic, HRA, special allowance, LTA, medical allowance, insurance, PF and gratuity)	340000	25000/-
Annual Variable Pay (Performance Based)	110000	Based on Performance. Paid Quarterly
Total Earning Potential (CTC)	450000	

Over and above the CTC, monthly mobile and conveyance reimbursement will be given on actuals upon submission of bills.

All the eligible candidates to prepare well accordingly and must carry below documents (without fail).

- College ID-Compulsory,
- Latest updated resume - Compulsory,
- 2 (Two) Passport size photographs (Compulsory),
- Photocopies of all mark sheets from 10th upwards (Compulsory),
- Photocopies of any other Certifications (if any),
- Govt Photo ID (preferred, not compulsory)
- Must attend in appropriate formal attire

IRP Coordinators please notify the above information to all the candidates and ensure that they attend the event without fail

For further information you can contact Mr.Kabir - Manager Placements, - IRP OFFICE - EEE Block, Ground Floor, KLU Campus..