Dear Students

Greetings from Ganga Technical Campus!

Just Dial is hiring MBA Candidates from batches 2021 & 2022 for the position of Field Business Development executive

Company Name: Just Dial

Mode of Interview: Google Meet

Date: Thursday, 03 Feb 2022

Registration Link: https://forms.gle/cHVyGM8m7G75bPi77

Designation – Field Business Development Executive

Compensation: 3 LPA plus incentive

Location: Delhi NCR (no work from home)

Just dial Ltd is hiring for “Sales and Marketing” profile.

Candidates will be on rolls of the company and apart from the industry-based remuneration; they will have all the employee benefits of Gratuity, Medical Insurance, Accidental insurance etc being provided by the company

Purpose of the Role –

• To accomplish lasting impact by creating pathway of success to our customers.

• To leverage on our strength that which benefits our client’s campaign bringing them high return of investment.

• To become a part of our driving sales force contributing to increase client acquisition

wherein they become the revenue generator for our organization.

Key Responsibilities –

• Identifying business opportunities by identifying individual business owners, SME’s,

Entrepreneurs, and Professionals and evaluating their position in the market,

researching and analyzing sales opportunities.

• To develop business relationship with our end customer by providing support and solutions

recommending our services benefiting their business requirements.

• To provide presentations and demonstrate our organizations packages and of our services.

• To obtain qualitative business information of the business enterprise he/she visits and also explains them of the same on how it would be represented to the users of Just dial.

• To explain in detail of our product’s features, advantages, benefits, tenure and all the terms and conditions related to the product the client is showing interest upon.

• To contribute in persuading the business owners/SME’s to become our registered customers

which shall enhance the productivity of their business.

• To actively play the role of a consultant providing the customers with relevant answers and solutions to the query they raise.

• To prepare report by collecting, analyzing and summarizing information and send the Key Parameter Monitor (KPM) report to the reporting managers on daily basis.

Skills and Work Experience Required:

• Language Proficiency - Fluent in English/Hindi

• Communication Skill - Good communication skill to explain the services of Justdial and also be able to comprehend queries and doubts of clients; helping them to handle the clients

Other requirements –

Ability to perform under challenging situations and comprehending the need of the business

by following directives received from the management time on time.

Ability to strive for performance by staying positive, displaying leadership quality and team work.

Note: Salary would be discussed at the time of interview. salary depends on the experience of the candidate.

Regards,

Hari Parshad

Head, Training & Placements,

Ganga Technical Campus