

We, at IndiaMART InterMESH, would be interested in a campus drive at your college for hiring MBA Batch 2021-2022 for a Client servicing profile.

We are pleased to introduce IndiaMART InterMESH Ltd, as one of the leading B2B Marketplace of India

About Us :

IndiaMART is India's largest online B2B marketplace, connecting buyers with suppliers. With 60% market share of the online B2B Classified space in India, the channel focuses on providing a platform to Small & Medium Enterprises (SMEs), large enterprises as well as individuals. Founded in 1996, the company's mission is 'to make doing business easy'.

IndiaMART offers a platform to over 131 million buyers to search from over 74 million products and get connected with over 6.4 million reliable and competitive suppliers.

IndiaMART has been the proud recipient of the "Most Promising Company of the Year" at the CNBC Awaaz CEO Awards in 2019, 'Video Content in a Business Website-Special Mention' at Video Media Awards and Summit 2019, 'Best Online Classified Website' at Drivers of Digital Summit & Awards 2018, 'Best Business App Award' at GMASA 2017, 'Special Contribution Award' at WASME – Super SME Awards 2016, Manthan Award South Asia and Asia Pacific 2013 under the 'E-business and Financial Inclusion' category and Red Herring 100 Asia Awards 2008.

IndiaMART has over 2,754 employees located across 32 offices in the country. We look forward to having you as a part of the team.

Profile Overview:

Sr. No	Position Offered	Qualification	Percentage in 10th & 12th%	Grad %	Work Exp	Payroll	Salary Offered
1	Executive - Client Servicing (FSF)	MBA/PGDM	75% and Above	60% and Above	Fresher	On-Roll	4 LPA + Incentives
2	Executive - Client Servicing (BD/ Tele-A/ Tele-M)	MBA/PGDM	75% and Above	60% and Above	Fresher	On-Roll	3 LPA + Incentives
3	Executive - Client Acquisition (FSF)	MBA/PGDM	60% and Above	60% and Above	Fresher	Off-Roll	3.3 LPA + Incentives

The detailed profile in mentioned in the JD attached for your reference:

Hiring Criteria

1. Mandatory above mentioned percentage for respective qualification
2. Must have their own vehicle
3. Must have an Android Phone with android version (lollipop or above)
4. Must have a Valid Driving License or Learning License
5. Must have PAN Number, Aadhar Card or Acknowledgement of same
6. Must Have Laptop of their own

Note: This profile is open for all branches of MBA / PGDM (All Specializations)

Date: 2nd Dec 2021, Thursday

Time: 3:00 PM

Interview Link (Google Meet):

Google Meet joining info

Video call link: <https://meet.google.com/ahm-phjk-xtu>

Panelist: Tarun Bansal (Business)

Neha Bhargava (Human Resource)

Selection Process:

- 1) Corporate Talk
- 2) Aptitude Test



IndiaMART InterMESH Ltd.
Assotech Business Cresterra, Plot No.22,
Tower 2, Floor No.6, Sector - 135, Noida,UP
Call Us: +91 - 9696969696
E: customercare@indiamart.com
Website: www.indiamart.com

Title / Designation : Executive
Location : NOIDA 135
Department : CSD (Client Servicing Division)

About the company:

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Position Description:

Our client servicing professionals focus on managing clients, maintaining a long term relationship with clients and maximizing sales opportunities within them. This position allows you to build productive, professional relationships with key personnel in assigned client accounts.

Our top client servicing professionals are passionate and driven in order to produce top results, all the while maintaining integrity. Position holder will be an individual contributor, responsible to generate revenue through serving existing clients, managing their retention and renewal year on year and upsell.

Job Summary:

- To identify decision makers within targeted leads and initiate the upselling process.
- To penetrate all targeted accounts and originate upselling opportunities for the company's products and services.
- To set up and deliver sales presentations, product/service demonstrations on daily basis.
- Will be responsible for client retention, per client revenue optimization & renewals.



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- To ensure systematic follow-up with the client.
- To be an interface between the customer and internal support teams to ensure that the client receives the best possible service from the company.
- To ensure that all payments are collected as per the company's payment terms.
- Achievement of monthly, quarterly & yearly business plan.

Knowledge:

- Knowledge and application of sales & servicing techniques such as: Seek Opportunity, Rapport building, selling on emotion, ownership, building value in the product, and upselling.

Skills:

- Quick thinking and problem solving skills
- Able to work independently and as a team player
- Excellent verbal communication skills
- Excellent active listening skills

Attitude & Behavior:

- Positive and enthusiastic attitude
- Handles Rejection well
- Customer focus and result oriented approach

Qualification:

- Only MBA
- Min 75% in 10th and 12th
- **Min 60% in Graduation and Post – Graduation**



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Title / Designation : Executive – Client Servicing
Location : PAN INDIA
Department : CSD/KCD (Client Servicing)

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Job Summary:

- To generate leads & 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 be an interface between the customer and internal support teams to ensure that the customer receives the best possible service from the company
- To ensure that all payments are collected as per the company's payment terms
- Ensure adherence to sales processes and requirements
- Achievement of monthly, quarterly & yearly business plan
- Forecast sales, develop "out of the box" sales strategies/models and evaluate their effectiveness
- Evaluate customers skills, needs and build productive long lasting relationships
- Meet personal and team sales targets
- Research accounts and generate or follow through sales leads
- Attend meeting, sales events and trainings to keep abreast of the latest developments
- Achieving **sales targets through new client acquisition** and growing existing client base
- Area Mapping, cold calling, prospecting, negotiation, closing on commercials and deals
- Building and managing strong relationships with clients and customers
- Selling high-end, customized online property solutions

Knowledge:

- Knowledge and application of sales techniques such as: Seek Opportunity, Rapport building, selling on emotion, ownership, building value in the product, and upselling.

Skills:

- Quick thinking and problem solving skills
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Position Description:

Our sales professionals focus on face to face sales presentations as they provide our clients an opportunity to know IndiaMART & value addition IndiaMART can bring to their respective business.

This position allows you to build new clients for the organization, build rapport and trust in both yourself and the company. Our top sales professionals are passionate driven in order to produce top results, all the while maintaining integrity.

Position holder will be an individual contributor, responsible to drive sales activities within assigned region. This role will be on our partner payroll (Third Party Payroll).

Job Summary:

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- 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



indiamart

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- To be an interface between the customer and internal support teams to ensure that the customer receives the best possible service from the company
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