

Campus Drive

On 5th Dec. 2018 at Career Point University Hamirpur

Company - Just Dial

Designation - Certified Internet Consultants (CIC)

Department - Sales

Eligibility - MBA/BBA/B.Com and other Graduates

Date of Campus Drive- 05th December, 2018

Purpose of the Role -

- ✓ Achieve lasting customer success and higher profitability
- ✓ Leverage Just dial's strength in creating clients' campaign where he gets maximum benefit at most cost effective investments
- ✓ Drive sales and increasing the number of client acquisition and thereby generating revenue for our organization

Key Responsibilities -

1. Meet commercial establishments those are located within the area allocated to him / her and adhere to the following steps:

- A. Present the business offering and explain benefits of the brand to the prospective clients.
- B. Provide a demo and explain the advantages and features of the services.
- C. Collect qualitative business information of the business enterprises he/she visits and also explain how the same would be represented to the users of Justdial.
- D. Explain the contract, its feature, tenure and all terms and conditions to customer in detail.
- E. Answer the queries raised by the customers.
- F. Persuade the business owners/managers to register with Justdial as paid customers, which would enhance their business.
- G. Upload geo-coded photos to update the profiles on the Justdial database.

2. Send Key Parameter Monitor (KPM) report to the reporting managers on a daily basis.

3. Submit the contracts to the office with proper documentation.

4. Ensure that the contract cheque is cleared and the account of the client is activated within Justdial.

5. Adhere to the compliance and policies set by the department.

Skills and Work Experience Required:

1. **Language Proficiency** - Fluent in English, Hindi or any other regional language
2. **Communication Skill** - Good communication skill to explain the services of Justdial and also able to comprehend queries and doubts of clients; helping them to handle the clients
3. **Other requirements** –
 - Ability to work under pressure
 - Ability to comprehend and follow instructions and directions

Mandatory Requirements -

Candidates should have their own VIVO V11 PRO or should be ready to purchase one. The cost of the same will be reimbursed to the employees in monthly installments (maximum of Rs.1000/per month).

Current Job Locations – Ludhiana, Jalandhar, Amritsar (current openings), Chandigarh
All over Punjab and Himachal

Compensation:

→ CTC would be : 2.73 lac. Per annum. [Chandigarh Locations]

18 K CTC (15500 in hand after PF & ESIC) + 18 K Bonus after six months on good performance + 21 K CTC after six months (18100 in hand)+ 21 K bonus on good performance)

→ CTC would be : 2.59 lac. Per annum. [Remote Locations]

17 K CTC(14500 in hand after PF & ESIC)+17 K Bonus after six months on good performance+20 K CTC after six months(17200 in hand)+20 K bonus on good performance)