



Guru Gobind Singh Indraprastha University
“A State University established by the Govt. Of NCT Delhi”
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/_664

24th July 2023

Sub. Placement opportunity for MBA students of GGS IP University of the batch passing out in year 2023 in the company “Manupatra Information Solutions Pvt. Ltd.”.

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for MBA students of GGS IP University of the batch passing out in year 2023 in the company “Manupatra Information Solutions Pvt. Ltd.” for your reference and circulation to students to apply on given link by **25th July 2023, 2:00 PM:**

Registration Link – This opportunity has been uploaded Pod.ai Platform, you are required to accept the same and share with your students through your Pod.ai account.

For POD platform related queries please call at +91-11-41179695 or write to support@pod.ai

Name of Company: Manupatra Information Solutions Pvt. Ltd.

[Manupatra Information Solutions Pvt. Ltd.](#) is a 22-year-old organization with a strong reputation and a diverse range of products, including SaaS.

Role: Business Development

Job Location: Noida Sector – 1

Qualification: M.B.A (Full Time), 2023 passing out batch,

Job Type: Full Time Employment

Salary: INR 4.0 LPA (Fixed remuneration)

Company profile and JD attached for more information.

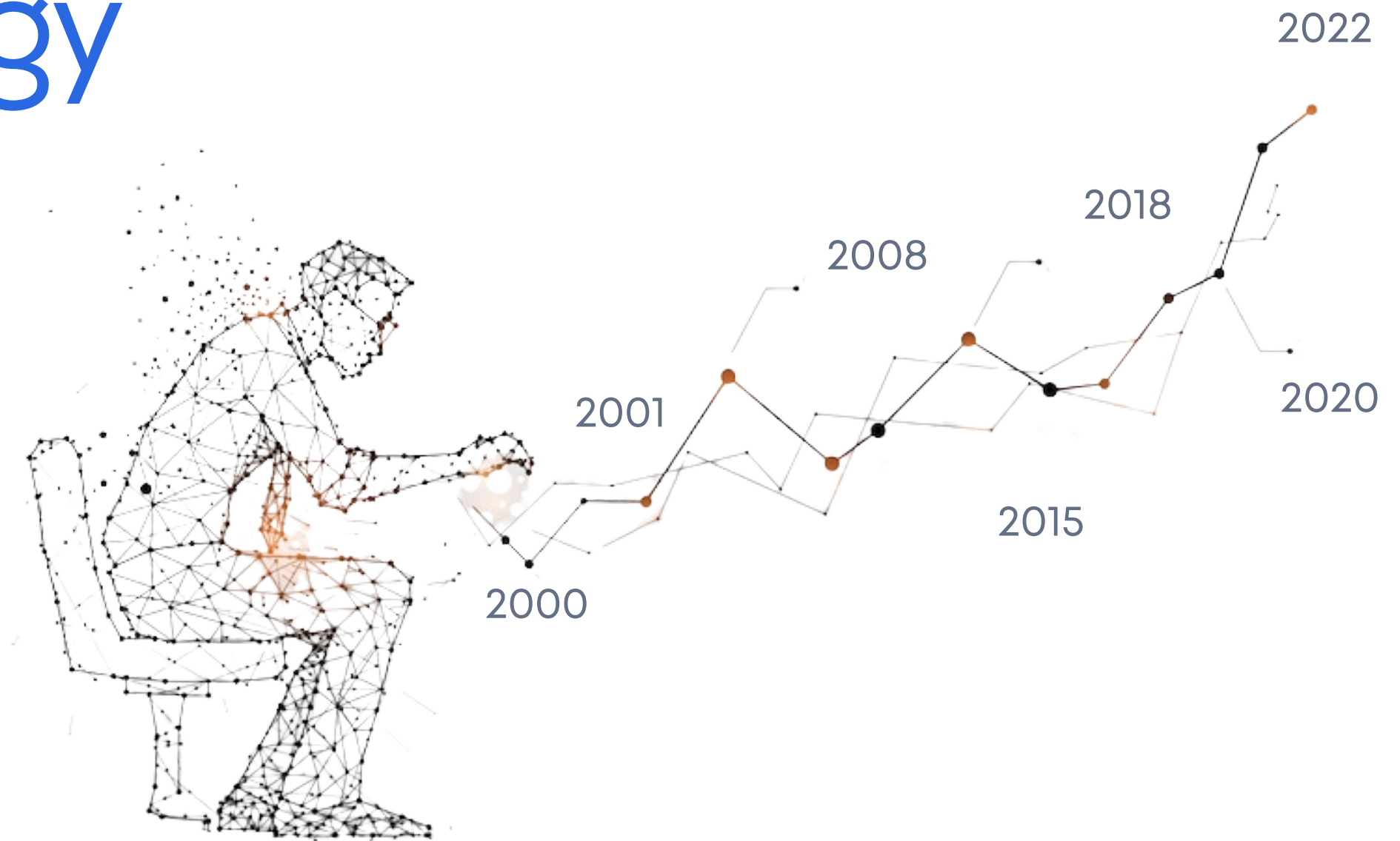
LAST DATE FOR REGISTRATION IS **25th July 2023, 2:00 PM.**

(Ms. Nisha Singh)
Training and Placement Officer,
CCGPC, GGSIP University



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- Pioneer in online legal research in India
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- Leading provider of legal, taxation, corporate and business policy content
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- Dominant market share: 85% + Customer retention
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Vision

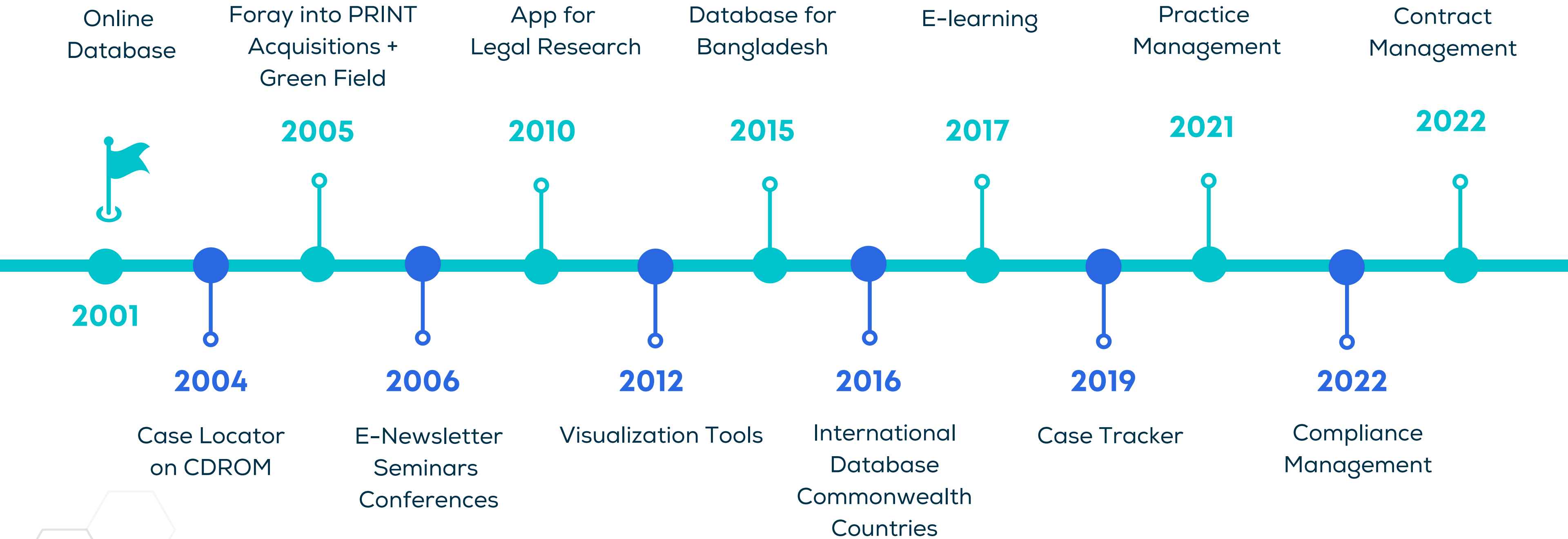
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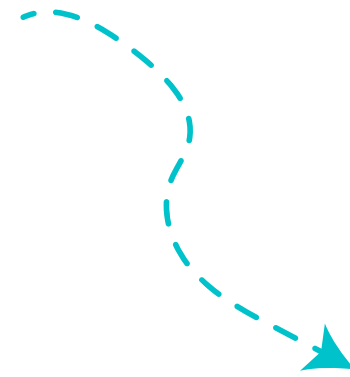
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The Problems

- The legal fraternity generates and uses copious of information, data and paper which is scattered.
- Lack of single source of truth for information and communication
- Absence of end to end visibility of Matters, Workflows, Contracts, Compliances
- New emerging normal of geographically dispersed teams
- Operations spanning multiple projects and matters in multiple locations with diverse teams set up



The Solution

- 01 Cloud Native
- 02 Lawyers focused Design
- 03 SaaS - Subscription Model



We are Largest
Content Aggregator

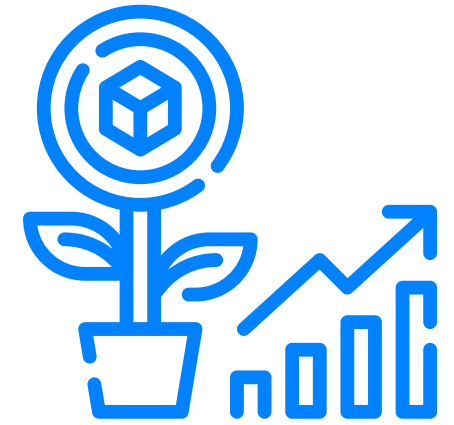
We have
Legal Research Tool



We get the
most response

We get the
most clients

Benefits

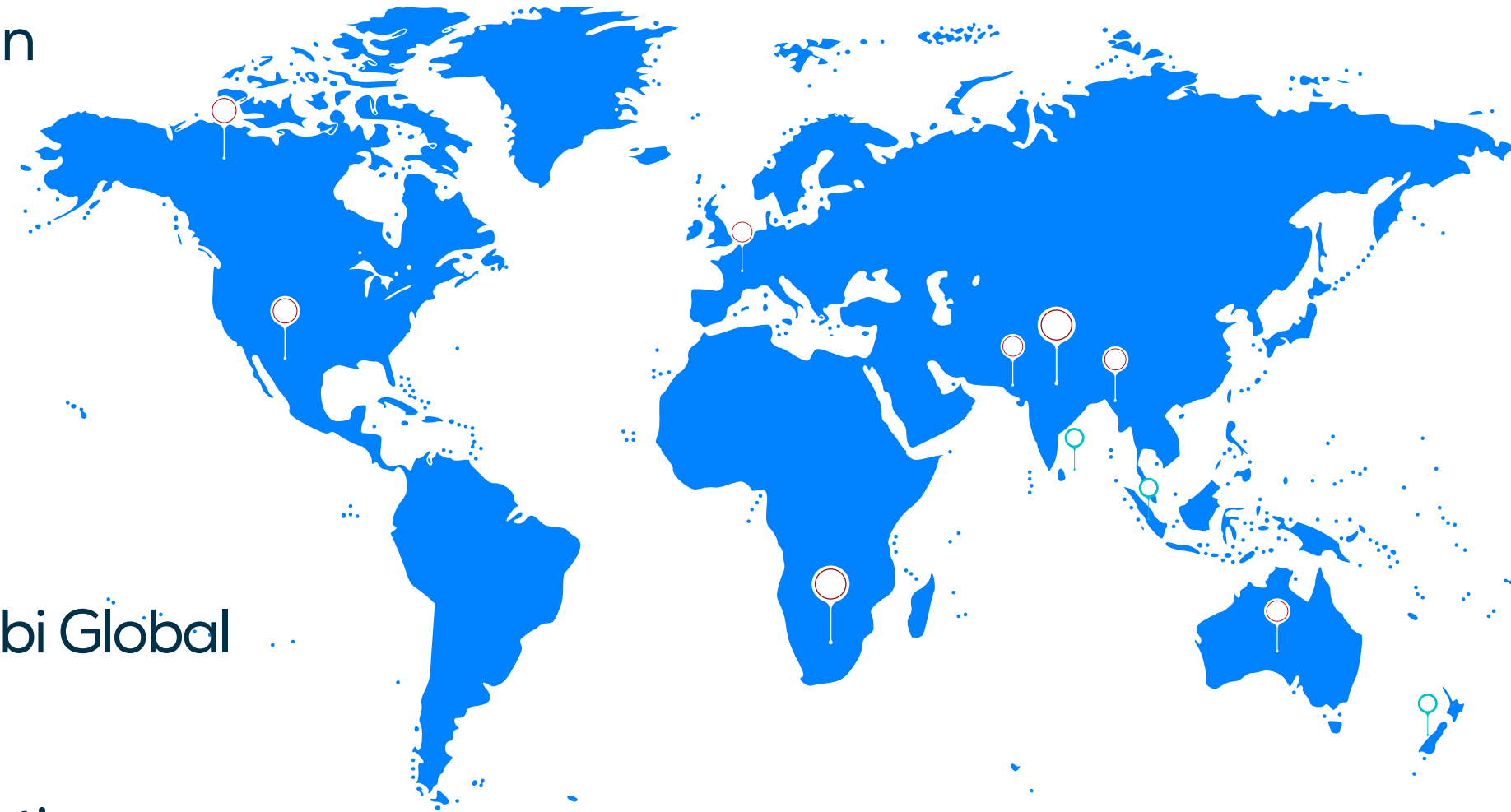


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- South Africa
- Caribbean Countries
- United Arab Emirates Abu Dhabi Global Market Courts
- United Nations/WTO United Nations
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Our Offices



www.manupatra.com



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Join Our Team





BUSINESS DEVELOPMENT EXECUTIVE

Job Location: Noida Sector - 1

Qualification: M.B.A (Full Time) from a Recognized University

Job Type: Full Time Employment

Salary: 4 LPA (Fixed remuneration)

Company Website: [Click here](#)

Job Description:

We are seeking MBA Freshers to join our team as Business Development Executives. In this role, you will receive training and learn the skills required to sell our Saas-based products to potential clients. You will be responsible for generating leads, scheduling demos, and presenting our product to potential clients.

Responsibilities:

- Participate in training sessions to learn the sales process, presentation skills, and product knowledge.
- Generate leads and identify potential clients through various channels such as email, phone calls, and social media.
- Conduct research on potential clients and their business needs to understand their requirements.
- Schedule demos with potential clients and conduct product presentations to showcase the features and benefits of our product.
- Collaborate with the sales team to manage the sales cycle from lead generation to closure, including negotiation and contract signing.
- Build and maintain relationships with clients to ensure customer satisfaction and retention.
- Attend industry events and conferences to network and stay updated on industry trends.

Requirements:

- MBA degree with a specialization in Sales and Marketing.
- Strong communication and interpersonal skills to effectively communicate with potential clients.
- Ability to work independently and as a part of a team.
- Strong organizational and time management skills.
- Demonstrated ability to work in a fast-paced environment.
- Familiarity with Saas-based products and sales process is a plus.

This is an excellent opportunity for MBA Freshers to learn and develop their skills in Business Development. If you have the drive to succeed and are passionate about sales, we encourage you to apply for this position.

