



## Recruitment Drive for Management Students of USS & Affiliated Institutes of GGSIP University

The Centralised Career Guidance & Placement Cell of the University is organizing Campus Placement Interviews for MBA (Marketing Specialization) students. Campus Interview is scheduled to be held shortly.

### About Company:

Info Edge is an online classifieds company with a simple objective of making available the relevant information with speed and ease. Info Edge (India) Limited, the leader in online space welcomes you to a community of over 2100 employees spread over more than 48 locations in India & Middle East, with annual revenues in excess of INR 320 Crores (FY 2010-11).

### Job Description

<b>Job Title :</b>	Senior Executive – Corporate sales	<b>Main Purpose of Job</b> ( <i>Why job exists/what it must achieve</i> )	
<b>WL:</b>	MT	<ul style="list-style-type: none"> <li>To focus on the revenue generation by meeting targets by selling the online property based solutions to the clients and maintaining relationships effectively</li> </ul>	
<b>Reports to:</b>	Manager/Business Manager – corporate Sales		
<b>Organization Unit / Location</b>	99acres.com		
<b>Main Responsibilities / Job Summary</b> ( <i>Primary deliverables of role and its scope</i> )		<b>KPIs</b> ( <i>Measurable parameters of the role</i> ) & <b>Dimensions</b> ( <i>What is the span of the role</i> )	
<ul style="list-style-type: none"> <li>To develop new business opportunities by marketing Online Property based solutions.</li> <li>Developing constructive and cooperative working relationships with Promoters, Builders, Real Estate Agents, Brokers etc. and maintaining them over time.</li> <li>Knowledge of principles and methods for Showing, Promoting, and selling products or services. This includes marketing strategy and tactics, Product Demonstration, sales techniques, and sales control.</li> <li>Having the ability to maximize profitable volume growth, market share and client preference in the assigned market.</li> <li>Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity.</li> </ul>		<ul style="list-style-type: none"> <li>Ensuring the sales Targets are met</li> <li>Ensuring the no-1 position of the brand</li> </ul>	
		<b>Skills &amp; Knowledge Requirements</b> ( <i>Abilities / Knowledge &amp; Expertise in field</i> )	
		<b>Skills</b>	<b>Qualifications</b>
	<ul style="list-style-type: none"> <li>Excellent communication skills, and enterprising</li> <li>Willingness to learn and excel.</li> <li>Prior experience in Corporate Sales will be an added benefit.</li> <li>Open to traveling within region.</li> </ul>	PDGBM / MBA (Marketing) from reputed B-School  <b>Experience</b> <ul style="list-style-type: none"> <li>0-1 years of Experience in Corporate Sales / Business Development.</li> </ul>	

**Salary Details for Campus (MT)**

Salary Components	WEF 1st April, 2013
Fixed Salary	305,631
Reimbursements**	62400
Assured Statutory Bonus^	8400
Performance Pay (Based on performance)***	100000
<b>Total CTC</b>	<b>476,431</b>

All interested Candidates should send their CV on [ccgpc.ggsipu@gmail.com](mailto:ccgpc.ggsipu@gmail.com), till 20<sup>th</sup> November, 2013. For more details contact Ms. Sheetal Kanojia, CCGPC, GGSIPU, New Delhi. Ph No: 011-25302739.

**(Prof. A.K. Saini)**  
**Convenor, CCGPC**

**Copy to:**

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4. Chairman UCITIM- Upload it on the University Website.
5. Chairperson, CCGPC
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