



Placement & Start-Up Cell

Dr. Harisingh Gour Vishwavidyalaya, Sagar (M.P.)

Ref. Placement/2023/194

Date- 16/10/2023

We are excited to announce an upcoming placement drive by JUSTDIAL, a renowned company. This presents an excellent opportunity for all our pass-out and final semester students to kickstart their careers with a leading organization.

Registration: To participate in the placement drive by JUSTDIAL, interested students are required to register using the following link:

<https://forms.gle/MQbCp5TDiRbjsByE9>

Eligibility Criteria: Educational qualification – graduate/postgraduate/diploma can participate in this placement drive.

For any queries or assistance regarding the placement drive or registration process, please feel free to contact our placement cell at 9425425964, placementcell@dhsgsu.edu.in or visit the Placement Cell Office.

This is an excellent opportunity for you to launch your career with a dynamic and forward-thinking company like JUSTDIAL. We wish you the best of luck in your preparations, and we look forward to seeing you shine at the placement drive!

For all other details read the Job description in next page.

Last date for registration- 19/10/2023

Prof. G.L Puntambekar,
Coordinator, Placement Cell

Job Description

Just dial Ltd is hiring for **“Sales and Marketing”** profile where any graduate candidate can participate. 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.

Please find the job description as mentioned below-Designation –

Field Business Development Executive

No. of Positions – 20

Location : Delhi Ncr

Qualification : Any graduate

Department Sales

Purpose of the Role → Achieve lasting customer success and higher profitability

➤ Leverage Justdial'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 –

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

➤ Present the business offering and explain benefits of the brand to the prospective clients.

➤ Provide a demo and explain the advantages and features of the services.

➤ 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.

➤ Explain the contract, its feature, tenure and all terms and conditions to customer in detail.

➤ Persuade the business owners/managers to register with Justdial as paid customers, which would enhance their business.

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

Skills and Work Experience Required:

1. Language Proficiency - Fluent in English & Hindi
2. 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.

Compensation:

→ **CTC for Main City (Delhi Ncr) : 3 lac per annum .**