JOB DESCRIPTION – IndiaMart

|  |  |
| --- | --- |
| Name of the client | **India Mart**  **IndiaMART is India's largest online B2B marketplace**, connecting buyers with sellers. Over last 25 years, we have been continuously evolving our platform using sophisticated business-enablement technologies **to make doing business easy**. Our credo, **'Bada Aasaan Hai,**' appropriately depicts our approach. With 76 million product offerings and **6.7 million responsive supplier** base, we provides ease and convenience to our **138 million buyers**. Our IPO was a thumping success in 2019, reaffirming the trust of our users and investors alike.  Headquartered in Noida, we have 3,000+ employees located across 32 offices in the country. IndiaMart Intermesh is an India’s largest e-commerce company that provides B2B and customer to customer sales services via its web portal. The group began its operations in 1996, a business- to- business portal to connect Indian manufacturers with buyers & is currently one of the best employers in the country. IndiaMart has 138 Million+ buyers, 6.7 Million+ Suppliers, 76 Million+ products & services with 3,049 employees located across 32 offices in the country. |
| Website | www.indiamart.com |
| Profile Name | Sr. [Executive / Executive Client acquisition](https://www.google.com/search?client=firefox-b-d&channel=trow5&q=Executive+/+Sr.+Executive+Client+acquisition&spell=1&sa=X&ved=2ahUKEwj3t7eqp4z4AhVSZWwGHUsoAikQkeECKAB6BAgBEDI) |
| Payroll | **Vision India Services Pvt. Ltd.**  Vision India is a Business Conglomerate having three business verticals - Staffing, Skilling & Advisory Services. With 32000 Associate base and 105 Indian, MNC and Government of India/ State(s) entities proudly listed in our clientele, we offer an assurance of proven credentials in the Staffing domain with a range of Organizations in India, South East Asia and Middle East. It stands proudly at Rs. 170 Crore of Revenue for the year 2022-23. |
| Qualification | * Graduate with 1 year experience or MBA Fresher * Min. 60% marks required in 10th & 12th |
| Trade /Specialization/Branch | Any |
| Male / Female candidate | Male preferred |
| No. of mandate / requirement expected | 473 |
| Fresher / Experienced (If experienced then No. of years of  Exp. required min-max) | 0 -2 |
| Age Criteria | 22 - 28 Years |
| Workplace | PAN India |
| Job Purpose | This position allows you to build new clients for the organization, build rapport and trust in both yourself and the company. Top sales professionals are passionate and driven in order to produce top results, all the while maintaining integrity.  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. Position holder will be an individual contributor, responsible to drive sales activities within assigned region. |
| Responsibilities | * To generate leads from given database & 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. * English with local dialect is mandatory |
| Hiring in Department / Function | Sales |
| Salary | 3.30 LPA to 3.84 LPA |
| OJT / Nesting Period | * 5 days Induction * 6 days OJT |
| Incentive (Yes/No) , if Yes How much and what base | Yes |
| Mandatory requisite (Bike, driving license etc. specify if any) | * 2 wheeler with valid DL & RC * Laptop |
| Weekly Off | 1st Saturday & Sunday fixed off |
| Salary cycle | Weekly Payable |