



INSTITUTE OF  
MANAGEMENT &  
TECHNOLOGY

INNOVATIVE • MOTIVATE • TRANSFORM

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Ref. No.: -GRD-IMT/P&CA/2021/TP-34

Date: 04/01/2022

**PLACEMENT NOTICE**

**Campus placement drive for MBA  
BATCH-(2022 fresher & 2021passed out.)**

**1. Name of Company: INDIA MART**

**About Company:** IndiaMART is India's largest online B2B marketplace, connecting buyers with suppliers. With a 60% market share of the online B2B Classified space in India, the channel focuses on providing a platform to Small & Medium Enterprises (SMEs), large enterprises, and individuals. Founded in 1996, the company's mission is 'to make doing business easy. IndiaMART offers over 131 million buyers a platform to search from over 74 million products and get connected with over 6.4 million reliable and competitive suppliers. IndiaMART has been the proud recipient of the "Most Promising Company of the Year" at the CNBC Awaaz CEO Awards in 2019, 'Video Content in a Business Website- Special Mention' at Video Media Awards and Summit 2019, 'Best Online Classified Website' at Drivers of Digital Summit & Awards 2018, 'Best Business App Award' at GMASA 2017, 'Special Contribution Award' at WASME – Super SME Awards 2016, Manthan Award South Asia and Asia Pacific 2013 under the 'E-business and Financial Inclusion' category and Red Herring 100 Asia Awards 2008. IndiaMART has over 2,754 employees located across 32 offices in the country. We look forward to having you as a part of the team.

For more details visit: [www.indiamart.com](http://www.indiamart.com)

**Profile Overview:** Executive - Client Servicing (BD/Tele-A/Tele-M)

**Qualification:** MBA

**Salary Offered:** 3 LPA + Incentives

**Title/Designation:** Executive

**Department:** CSD (Client Servicing Division)

**Position Description:**

Our client servicing professionals focus on managing clients, maintaining a long term relationship with clients and maximizing sales opportunities within them. This position allows you to build productive, professional relationships with key personnel in assigned client accounts.

Our top client servicing professionals are passionate and driven in order to produce top results, all the while maintaining integrity. Position holder will be an individual contributor, responsible to generate revenue through serving existing clients, managing their retention and renewal year on year and up sell.

**Job Summary:**

- To identify decision makers within targeted leads and initiate the upselling process.
- To penetrate all targeted accounts and originate upselling opportunities for the company's products and services.
- To set up and deliver sales presentations, product/service demonstrations on daily basis.
- Will be responsible for client retention, per client revenue optimization & renewals.
- To ensure systematic follow-up with the client.
- To be an interface between the customer and internal support teams to ensure that the client receives the best possible service from the company.
- To ensure that all payments are collected as per the company's payment terms.
- Achievement of monthly, quarterly & yearly business plan.

### **Knowledge:**

- Knowledge and application of sales & servicing techniques such as: Seek Opportunity, Rapportbuilding, selling on emotion, ownership, building value in the product, and up selling.

### **Skills:**

- Quick thinking and problem solving skills
- Able to work independently and as a team player
- Excellent verbal communication skills
- Excellent active listening skills

### **Attitude & Behavior:**

- Positive and enthusiastic attitude
- Handles Rejection well
- Customer focus and result oriented approach

### **Qualification:**

- Only MBA
- Min 60% in 10<sup>th</sup> and 12<sup>th</sup>
- **Min 60% in Graduation and Post – Graduation**

### Hiring Criteria

1. Mandatory above-mentioned percentage for respective qualification
2. Must have an Android Phone with android version (lollipop or above)
3. Must have PAN Number, Aadhar Card, or Acknowledgement of same
4. Must-Have Laptop of their own

**Link for Placement Registration:** <https://forms.gle/kWAtX55wejjQRox27>

Please feel free to contact me in case of any queries:



**Mr. Kamal Kant Rana**  
**Dean- Placements & Corporate Affairs**