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OFFICE OF THE CAREER DEVELOPMENT CELL (CDC) GANGADHAR MEHERUNIVERSITY

AmrutaVihar, Sambalpur – 768004, Odisha, India

Prof. Susanta Kumar Das

Coordinator, Career Development Cell (CDC)

https://www.gmuniversity.ac.in/images/faculty_doc/profile_1604355256.pdf

Date: 21.06.2022

NOTICE

Dear Students,

Greeting of the day. It is my pleasure to inform you that **NoBroker** invites application from **UG/PG students [2022 (current final year), 2021, 2020 pass out batches and also any pass out batch before 2020]** for the posts of **Sales Executive and Relationship Manager**. Interested students please register yourself by clicking the below given link:

<https://forms.gle/QamapEM9k7oqa4bh9>

Registration deadline: 24th June 2022, 11 am

Eligible Branches: All Branches

Passing Year: 2020/2021/Any pass out batch before 2020 (UG/PG)and Current Final Year (UG/PG)

Application invited for the role: Sales Executive and Relationship Manager

Please Note:

1. Join the organization after a detailed background search of the company/job profile. If required, ask the HR persons of the company during the interview/before joining.
2. As the Coordinators we are just making the coordination between company and students. We are not representing any company.
3. All the selected students should definitely send/forward the softcopy of appointment letter to placement@gmuniversity.ac.in within 7 days of receiving it from the company for the office record of Career Development Cell (CDC) of GMU.
4. Once you are joining a company, do not leave it within a very short time. By doing so very often the CDC is finding difficulty to place the more needy students of other batches in that company.
5. Before leaving any company try your best to give the best service so they will ever remember you cheerfully/gracefully.
6. Other details are mentioned in Annexure-I.

Susanta Kumar Das

**Coordinator, CDC &
Team, GMU, SBP**

Copy to:

Esteemed Competent Authorities, All Esteemed School Heads for kind information.

ANNEXURE-I

Job Description: -

The students should be proficient in English and Hindi (Regional languages like Tamil, Kannada, Telugu, Marathi will be an added advantage), knowledge in MS Excel and experience (if any) in the e-commerce sector (minimum 6month - 1year) would be preferred but not mandatory.

We are looking forward to associating with you in terms of our requirements at c.

Please find attached our requirements and you can reach out to me on 6372698539 for further information.

Salary Offered

UG

CTC offered: 480000 LPA (300000LPA Fixed+180000 Variable)

PGDM

CTC offered: 510000 LPA (330000LPA Fixed+180000 Variable)

Any candidate with relevant experience

CTC offered: 510000 LPA (330000LPA Fixed+180000 Variable)

Any branch of Graduate and Post Graduate are welcome.

Please note the criteria for short listing is 75% (10, 12th and graduation), however exceptions can be given in any one with 60%.

The students are required to have a laptop/desktop of their own and active internet connection.

About the company:

NoBroker.com is the world's largest C2C marketplace in online real estate. With a cumulative 85 lakh customers, it has grown 10X in the last one year. With round four funding of \$151 mn, it is well funded by key US, Indian, Japanese & Korean investors like General Atlantic, SAIF Partners, KTB ventures and BeeNext. It is headquartered in Bangalore with a team of 4000+ people.

*****Students should have their own laptop and active internet connection as well.**



Job Title: Relationship Manager

Location: Kaikondrahalli, Bangalore

Position Type : Fulltime

Salary Range: CTC of 4.8 lacs (3.00 lacs fixed + 1.80 lacs variable, few employees are able to earn even 25,000 as monthly variable)

Employee Value Proposition:

- Employee health insurance of Rs 1 lakh per year. Premium is paid by the company.
- Employees get free lunch and snacks.
- Monthly reward and recognition to outstanding performers.
- Employees get promotion every 6 months basis performance. Outstanding performers can qualify for promotion every quarter. So an employee can get promoted up to 4 times in a year. Every promotion results in change of designation and increase of salary .
- Accelerated career growth of employees and one can become UH in another 3 months time)
- Regular team parties and Annual Day outing for all employees.

Qualification / Education and other Requirements:

- Education- Any Under Graduate (B.Tech, BBA, B.COM/ etc with 0-1 yrexp.)
 - Excellent verbal and written communication.
 - Good Interpersonal skills, numerical and analytical ability.
 - Decision making skills.
 - **Language required: English & Hindi (mandatory), Kannada/Tamil/Marathi/Telugu (optional)**
 - Proficient in MS-Office (Excel, Word).
 - Should be flexible for day shift- (9-hour of login between 8 AM - 10 PM).
 - Comfortable with working 6 days a week and the week off will be on weekday.
- **Laptop with webcam and good speed Internet connection is a must**

About the company

NoBroker.com is world's largest C2C marketplace in online real estate. With cumulative 85 lakh customers, it has grown 10X in last one year. With three rounds of funding of \$151 mn, it is well funded by key US, Indian, Japanese & Korean investors like General Atlantic, Tiger Global SAIF Partners, KTB ventures and BeeNext. It is headquartered in Bangalore with a team of 4000+ employees.

Role and Responsibility – Relationship Manager

- Act as relationship manager for the Paid customers of NoBroker.
- Build sustainable relationships and trust with customer accounts through open and interactive communication.
- Identify and assess customers' needs.
- Service customer in finding the right tenant / house as per the requirement of customer.
- Dial outbound and attend inbound calls of customer and leads.
- Use internal tools and methods to provide best possible service to the customer.
- Negotiate with leads on behalf of customer.
- Keep customer up-to date on the progress of his account.
- Follow communication procedures, guidelines and policies.
- Go extra mile to provide excellent customer service

About Training- Training will be provided for initial few days for an employee to understand end to end process.

Job Title: Sales Executive

Location: Kaikondrahalli, Bangalore

Position Type : Fulltime

Salary Range: CTC of 4.8 lpa (3 lacs fixed + 1.80 lacs variable, few employees are able to earn even 25,000 as monthly variable)

Employee Value Proposition:

- Employee health insurance of Rs 1 lakh per year. Premium is paid by the company.
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Qualification / Education and other Requirements:

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Role and Responsibility – Sales Executive

- Identifies business opportunities by identifying prospects.
- Sells products by establishing contact and developing relationships with prospects recommending solutions.
- Outbound calling on data collected through lead generation activities / secondary data sources.
- Daily follow-ups on older leads and work on new leads.
- Maintains quality service by establishing and enforcing organization standards.
- Must be energetic, well-spoken, and eager to close sales deals and generate revenue for the organization.

About Training- Training will be provided for initial few days for an employee to understand end to end process.

Job Title: Relationship Manager

Location: Kaikondrahalli, Bangalore

Position Type : Fulltime

Salary Range: CTC of 5.10 lacs (3.3 lacs fixed + 1.80 lacs variable, few employees are able to earn even 25,000 as monthly variable)

Employee Value Proposition:

- Employee health insurance of Rs 1 lakh per year. Premium is paid by the company.
- Employees get free lunch and snacks.
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Qualification / Education and other Requirements:

- Education- Any Post Graduate (MBA,PGDM ,M.Tech/M.COM/M.A etc with 0-1 y exp.)
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