

NOTICE

Placement – IndiaMART

IndiaMART is India's largest online B2B marketplace, connecting buyers with suppliers. With 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 as well as individuals. Founded in 1999, the company's mission is 'to make doing business easy'.

IndiaMART offers a platform to over 175 million buyers to search from over 98 million products & services and get connected with over 7.6 million reliable and competitive suppliers.

Weekly Payroll - We have become the first ever Organization in India to provide Weekly payout of salaries to build a flexible work culture and ensure the financial wellness of our Employees

ILEAP Policy - Every year, each employee is allocated Upto **1 lac** amount, Under this unique opportunity for employees to enhance their skills by enrolling in educational programs of their choice and getting reimbursement of the same from the company upon successful completion. Employees are sent to FMS, IIM, and Ahmedabad to work on their skills.

Mediclaim/Accidental Claim - We have up to **2 lac** amounting cashless facility free and no premium is recovered from the employee.

Life insurance - 8 Lac life insurance and no premium is recovered from the employee.

Job Profile Overview:

- Position holder will be an individual contributor
- Build and manage productive, professional relationships with clients
- Ensure clients are using and deriving benefit from IndiaMART
- Ensure products/services in client's e-catalog are accurately defined
- Maximize revenue by upselling other services and achieve fortnightly, monthly client retention and revenue targets
- Systematic follow-up and time-bound closures
- Prompt resolution of complaints
- Daily 4-5 in-person meetings (F2F) with clients onsite

Job Location: PAN India

Position Offered	Executive - Client Servicing
Qualification	MBA/PGDM
Percentage in 10th & 12th	70% and Above
Grad %	55% and Above
Experience	Fresher
Payroll	On-Roll

Preferred Candidate	Male
Salary Offered	4 LPA + Incentives

Note: This profile is open for all branches of MBA / PGDM (All Specializations)

Recruitment Process

- Telephonic Interview
- Walkin interview
- Documentation
- Onboarding

**Students interested may also revert to Dr. Maulik Rathod (maulik.rathod@raiuniversity.edu)
Placement Coordinator, Rai School of Management Studies, by May 17, 2024.**

**Rajesh Nair
Training & Placement
Corporate Resource Cell**