



TECNIA INSTITUTE OF ADVANCED STUDIES

GRADE "A" INSTITUTE

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Ref. No: TIAS/TP/Campus/Notice/2024-25/98

Date: 22.10.2024

Notice

Dear All,

Company Name : Infoedge India Limited_ With 99 Acres

Eligibility : MBA - 2025 Passing

Interested students can apply below the link latest by 23-10-2024

Link to Apply : <https://forms.gle/puZTwV217cpQKvu99>

It's a pleasure to inform you that Infoedge is planning to organize full time placement drive for the hiring of inside sales team of 99acres. It's our pleasure to invite your campus to participate in this hiring process.

Infoedge is the parent company of brands like naukri.com, jeevansathi.com, 99acres.com, shiksha.com and many others. We are one of the best organizations in the Internet segment. Infoedge holds a great brand recall and a Great Place to Work With certification.

Below are the complete details about the opportunity; requesting you to share the list of interested nominations in the attached excel sheet format at the earliest possible.

About BU: 99acres.com

99acres.com is an advertising platform wherein the sellers can list their property advertisement for better reach towards potential buyers. We sell subscriptions; we do not sell properties. 99acres is a gateway to one of the fastest-growing property markets of the world for buying, renting and selling of all types of properties in India.

Title: Associate Senior Executive

Required Educational Qualification: MBA/PGDM (Only Marketing- Major)

Joining Month: Please confirm

Joining Location: Noida (Work From Office)

CTC: 5 Lpa (407000+93000)

Leaves For Internal Exams: Not Provided (Leaves will be provided only for external exams)

Job Objective: The objective of this role is to sell 99acres customized subscription packages to the already registered members of the platform via online product demonstration and add to the overall revenue of the organization.

Job Description:

- Understand the exact needs of the high end customers and help them understand the various online solutions and offerings
- Sell online classified / e-Advertisement / subscriptions / web space of the website by calling pre generated leads
- Understand advertisement requirements of clients and propose the best possible solutions/media concepts in the form of online listings, microsites and digital banners
- Promote online branding and create awareness of possible e-advertisements to the HNI clients for increasing profitability & revenue base
- Retain & engage clients with immediate query resolution, regular follow ups via calls & mails
- Conceptualize & implement effective sales strategies to drive sales volume

Required Skills:

- Excellent communication skills
- Active listening skills
- Strong convincing skills
- Prior experience in sales/business development/voice process is a must

Desired Skills:

- Solution oriented with effective problem solving skills
- Knowledge of various online property portals

Thanks & Regards,

Dr. Nivedita

Head - Training and Placement Cell