**JAWAHARLAL NEHRU TECHNOLOGICAL UNIVERSITY ANANTAPUR**

**Justdial | Mega hiring Drive @ JNTU Anantapur on 24th July, 2019 – Registration**

**Just Dial Limited (Justdial) is organizing a mega hiring event at JNTUA, Anantapur on 24th July 2019.**

**Venue:** College Auditorium, JNTUA College of Engineering, Anantapur

**Date & Time:** 24th July, 2018 at 9:00am

**Interview process:**

Online Test 20 min -> GD -> HR interview Round -> Business Round

**Registration Link: <https://tinyurl.com/y35z7k9r>**

(Last date for registration is **20th July. 2019**)

**About Company:** ([www.justdial.com](http://www.justdial.com) )

Justdial, India’s No.1 Local Search Engine has much more to offer than what meets the eye. With more than 25 verticals on the website, the organization that was established in 1996 as a phone based local directory, today caters to offer services which include Bills & Recharge, Book A Table, Book A Cab, Book Movie Tickets, Deals & Offers, Flight Tickets, JD Events, Order Groceries, Order Food, Order Flowers and many more. At a time when work smart is the daily mantra, Justdial's services aimed at simplifying day-to-day tasks are available at the click of a button. These services are available on Web, App and WAP.

With offices across 11 cities in India, the organization has a team of more than 10,000 employees and 16.1 Million business listings. Its services being available in all the major cities, Justdial truly is a one-stop shop making available 'Anything, Anytime, Anywhere'​.

**Job Description**

**Position**: Sales & Marketing – Business Development

**Preference Criterion:** Only Male candidates

**Locations:** Across AP & Telangana

**Salary:** 2,59,000 to 2,90,500 + Incentives + Insurance Coverage(Personal accidental insurance +Medical Insurance) and other benefits.

Also, your salary will be revised after 6 months by 3,000 rs + You will be entitled for a Bonus amount after 6 months & 12 months which will be equal to your 1st month salary.

**Qualification:** Any Graduate or Post Graduate (MBA’S would be an added advantage)

**Job responsibilities** include, but are not limited to:

* Need to approach Business Establishments of an area and capture all their data.
* Convincing the Customer for listing in Just Dial(Sales)
* Meeting daily/ weekly/ monthly targets.
* Giving presentation to the clients about the company and other services.
* Explaining the concepts and benefits of listing in Just dial and need to get Contracts (Business).
* Following up with the client for Sales closure.
* Meeting daily/ weekly/ monthly targets.

 **Skills& Desired competencies:**

* Excellent communications skills (Written and verbal) ,ability to communicate correctly and clearly with all customers.
* Basic knowledge of methods involved in promoting, and selling products or services
* Sales strategies and tactics, product demonstration and sales techniques.
* Fluency in English, Telugu and Hindi.
* Work successfully in a team environment as well as independently, ability to successfully adapt to changes in their
* environment
* Computer knowledge/ Skills, Ability to use a desktop computer system.
* Demonstrable conflict resolution, negotiating, and de-escalation skills Ability to determine customer needs and
* provide appropriate solutions
* Ability to approach problems logically & rationally, action oriented ,organized and self-disciplined
* Qualified candidates will be comfortable in a multi-tasking, high-energy environment. They will be creative and
* analytical problem solvers with a passion for excellent customer service

**Criterion: (Mandatory)**

All the selected students will be required to purchase an Vivo V11 pro mobile handset OR Samsung handset. Please ensure that all the students have Vivo V11 pro Mobile handset on the 1st day of joining.

Reimbursement will be done @ max of Rs.1000 per month till the total value of the device as determined by the cost price to the employee (as in the bill/Notary Clearance certificate) is covered or max of Rs. 24k inclusive of taxes whichever is lower.

Prof. V. Sumalatha

Director, Industrial Relations & Placements

JNTUA, Ananthapuramu.

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