

**PLACEMENT DRIVE NOTIFICATION**

Company	Nobroker Hood
About the Company	<p>NoBroker was started with the aim to reduce information asymmetry in the Real Estate industry and provide customers with world-class service. This is made possible with the use of cutting-edge technology. When we saw what was missing in the real estate industry, we created products to bridge the gap. But, when it came to home security, we saw many areas that needed work.</p> <p>This is why we created – NoBrokerHood. This is a tech-enabled visitor and community management system, aimed to make life more convenient and secure for residents in any housing society.</p> <p>NoBrokerHood offers a plethora of services and features which enables you, as a user, to manage multiple activities inside residential buildings, housing societies, and gated communities. From finding domestic help to monitoring visitor entry and pre-authorising guest visits, it's all done from your phone. It also further strengthens the safety of your society by keeping visual and digital records of all entries and exits – accessible anytime and anywhere – and automates staff entry through a biometric process.</p> <p>Website: <a href="https://www.nobrokerhood.com/">https://www.nobrokerhood.com/</a></p>
Job Title	<ol style="list-style-type: none"> <li>1. Field Operator</li> <li>2. Key Account Manager</li> <li>3. Territory Sales Manager</li> </ol>
Job Description	<ol style="list-style-type: none"> <li>1. Field Operator           <ul style="list-style-type: none"> <li>• Should have interest in Business development (B2C/ B2B) for Software Application products/solutions.</li> <li>• Meet prospective clients, execute effective product demonstrations, emphasising product features and benefits with focus on the value of the solution.</li> <li>• Meet with Committee Members of Apartments and societies to understand scope of business and their expectations.</li> <li>• Prospect, educate, qualify, and generate interest for Sales Opportunities.</li> <li>• On-boarding new apartments on NoBrokerHood platform will be a major KRA for a BD.</li> <li>• Researching potential leads from open market, web searches, or digital resources.</li> </ul> </li> <li>2. Key Account Manager           <ul style="list-style-type: none"> <li>• An Account Manager (AM) will be responsible for maintaining &amp; Sustaining a long-term relationship with every on-boarded apartment owner in a particular geographical region or territory assigned to him.</li> <li>• Account Manager will be responsible for Post-sales support and escalation management.</li> <li>• Farming &amp; up-selling onboarded clients with respect to better plans and benefits.</li> <li>• Educate every client about new plans/ offers as on when raised by Nobroker.com</li> <li>• Retaining every account through successful renewals on completion of subscription period.</li> <li>• Growing the overall revenue portfolio through referral matrix.</li> </ul> </li> <li>3. Territory Sales Manager           <ul style="list-style-type: none"> <li>• A Field Operator/ Field Operator intern will be meeting existing client locations and increase the app download in that society. Approaching the residents through door knocks and increasing the app download in that society.</li> <li>• Meeting existing client</li> <li>• Increase the app download in that society</li> <li>• Door to door knocks and approach the residents</li> <li>• Prospect, educate, qualify, and generate opportunities to improve customer satisfaction</li> <li>• Desired Candidate Profile:</li> <li>• Excellent communication and interpersonal skills.</li> <li>• Should be proficient in Hindi and English language, knowing regional language will be a plus.</li> <li>• Should be comfortable to work on weekends(Sat &amp; Sun compulsory working), with a week off in between Monday -Thursday.</li> </ul> </li> </ol>

<b>Job Location</b>	Ahmedabad, Pune, Mumbai, Bangalore, Chennai, Hyderabad, Kolkata, Navi Mumbai, Gurgaon, South Mumbai, Noida, Jaipur, Nagpur
<b>Eligible Degrees</b>	<b>Any UG / PG</b>
<b>Eligibility Criteria</b>	No marks criteria
<b>Desired Skills</b>	<ul style="list-style-type: none"> <li>• Excellent communication and interpersonal skills.</li> <li>• Should be proficient in Hindi and English language, knowing regional language will be a plus.</li> <li>• Should be comfortable to work on weekends(Sat &amp; Sun compulsory working), with a week off in between Mon-Thursday.</li> <li>• Effective presentation and negotiation skills.</li> <li>• Hands on MS office excel, word &amp; PPT etc.</li> </ul>
<b>Compensation (CTC)</b>	<b>Rs. 2.97 LPA</b> - Field Operator <b>Rs. 4.32 LPA</b> - Key Account Manager <b>Rs. 7.52 LPA</b> - Territory Sales Manager
<b>Selection Process</b>	Will inform later
<b>Date &amp; Time of Interview</b>	Will inform later
<b>Venue</b>	Virtual/Online