

PLACEMENT DRIVE NOTIFICATION

Company	Urbanroof Pvt Ltd
About the Company	<p>We are Pune's one of the leading firms, which is engaged in providing Waterproofing, Structural Protection and Repair Services. We specialize in chemical treatment without damaging structure and by maintaining aesthetic look, in keeping with the current trends we provide solution using advanced techniques and innovative methods. Our strength lies in our reputation for perfection, which is backed by a proven track record, proven quality, expertise, workmanship, service, competence, reliability and most importantly a commitment to excellence and customer satisfaction which is substantiated by our impressive clients and projects. We undertake residential, commercial and industrial projects. UrbanRoof is a company which, commenced its activities in the construction, repair & maintenance way back in 2018. The company was formed after a huge experience of working on field and to deliver the best to the construction industry in all ways. No job is too big or too small for UrbanRoof. Whether it's a small balcony deck that needs waterproofing or a historical building with deteriorating walls and structural damage, we have the knowledge, skill, and necessary equipment to properly repair the damage and provide solutions to help prevent future damage.</p> <p>When you call UrbanRoof, our technical expert will visit your property to assess the situation, take measurements of the damaged areas, explain how the damage was caused, and discuss possible solutions. We believe in honest and straightforward business practices that provide our clients with real value and reliable, long-lasting results. We work with integrity and never cut corners. All jobs are supervised by our highly experienced foreman who works directly with the business owner to ensure that everything goes according to plan. We're so confident in the quality of our services that we stand behind every job with a written warrantee.</p>
Job Title	Business Development Executive. (Level 1 & 2)
Job Description	<ul style="list-style-type: none"> • Travel within sales territory to meet prospects and customers. • Conduct calls and face-to-face meetings with customers. • Build and maintain relationships with new and repeat customers. • Maintain records of all sales leads and/or customer accounts. • Educate customers on how products or services can benefit them financially and professionally. • Sell the company's products or services to customers within your given territory. • Monitor the company's industry competitors, new products, and market conditions to understand a customer's specific needs. • Work closely with marketing department to help build the brand. • Receive inbound prospect inquiry; answer questions and offer suggestions based on a thorough knowledge of the product line; qualify prospects prior to offering a site visit. Emphasize product/service features and benefits, quote prices, discuss payment terms, and prepare sales order forms and/or reports. • Negotiating with suppliers and vendors to ensure the best contracts. • Preparing cost estimates and ensuring appropriate materials and tools are available. • Gathering data, compiling reports, and delivering presentations to relevant stakeholders • Completing quality assurance and providing feedback to the team. • ensuring project packages meet agreed specifications, budgets and/or timescales • providing technical advice and solving problems on site • preparing site reports and filling in other paperwork
Job Location	Pune
Eligible Degrees	MBA, BBA, BCom & BSc Economics

Eligibility Criteria	<ul style="list-style-type: none"> • Self-Owned Conveyance • Willingness to travel
Desired Skills	<ul style="list-style-type: none"> • Strong Aptitude solving skills • Solid Spoken and Written communication- English, Hindi/ Marathi abilities • Strong Interpersonal Skills • Must be efficient in time projects and sales management • Strong judgment and decision-making skills • Strong leadership skills, be self-directed and be able to multitask • Executives to be proficient with computers and software spreadsheet programs such as Microsoft Word, Excel, Power Point and others.
Compensation (CTC)	Level 1 CTC : Rs 4.12 LPA Level 2 CTC : Rs 6.04 LPA
Selection Process	Will be intimated later
Date of Interview	Will be intimated later
Venue	Online

Condition: Immediate joining & work from office