

PLACEMENT DRIVE NOTIFICATION

Company	NoBroker
Company Type	Leasing Real Estate
About the Company	NoBroker.com is world's largest C2C marketplace in online real estate. With cumulative 85 lakh customers, it has grown 10X in last one year. With three rounds of funding of \$151 mn, it is well funded by key US, Indian, Japanese & Korean investors like General Atlantic, Tiger Global SAIF Partners, KTB ventures and BeeNext. It is headquartered in Bangalore with a team of 4000+ employees.
Job Title	1. Sales Executive 2. Relationship Manager
Job Description	<p>Sales Executive</p> <ul style="list-style-type: none"> Identifies business opportunities by identifying prospects. Sells products by establishing contact and developing relationships with prospects recommending solutions. Outbound calling on data collected through lead generation activities / secondary data sources. Daily follow-ups on older leads and work on new leads. Maintains quality service by establishing and enforcing organization standards. Must be energetic, well-spoken, and eager to close sales deals and generate revenue for the organization. <p>Relationship Manager</p> <ul style="list-style-type: none"> Act as relationship manager for the Paid customers of NoBroker. Build sustainable relationships and trust with customer accounts through open and interactive communication. Identify and assess customers' needs. Service customer in finding the right tenant / house as per the requirement of customer. Dial outbound and attend inbound calls of customer and leads. Use internal tools and methods to provide best possible service to the customer. Negotiate with leads on behalf of customer. Keep customer up-to date on the progress of his account. Follow communication procedures, guidelines and policies. Go extra mile to provide excellent customer service.
Job Location	Bangalore
Eligible Degrees	B.A.-English (Honours) B.B.A.-BBA B.Com.-Commerce B.Sc.-Economics

	M.A.-English M.B.A.-Master of Business Administration M.Com.-Commerce
Eligibility Criteria	Criteria for shortlisting is 75% and above in 10th, 12th, Graduation and PG or 75 % in any 2 courses and 60% in one. Students should be open to working out of the office.
Desired Skills	<ul style="list-style-type: none"> • Excellent verbal and written communication. • Good Interpersonal skills, numerical and analytical ability. • Decision making skills. • Language required: English & Hindi (mandatory), • Kannada/Tamil/Marathi/Telugu (optional) • Proficient in MS-Office (Excel, Word). • Should be flexible for day shift- (9-hour of login between 8 AM - 10 PM). • Comfortable with working 6 days a week and the week off will be on weekday.
Compensation (CTC)	For UG - INR 4.8 LPA (3 lacs fixed + 1.80 lacs variable, few employees are able to earn even 25,000 as monthly variable) For PG - INR 5.10 lacs (3.3 lacs fixed + 1.80 lacs variable, few employees are able to earn even 25,000 as monthly variable)
Selection Process	Will be informed later
Date of Interview	Will be informed later
Venue	Online

****Laptop with webcam and good speed Internet connection is a must**