



Shikshan Prasarak Mandal's
GOPAL KRISHNA GOKHALE COLLEGE,
KOLHAPUR.
Career Counselling & Placement Cell



**Title of Activity: IndiaMART Campus Drive || Graduating 2023-24 ||
Gopal Krishna Gokhale College**

For BA/ B.Com/ BBA/ B.Sc. (2023-24 pass out)

Google Form Registration Link for Campus

<https://forms.gle/paNsHNFLsGgRLqh99>

Interested student are requested to apply through above link.

**Coordinator
TPO**

Greetings from IndiaMART!

**Principal
Gopal Krishna Gokhale College, Kop.**

We are pleased to introduce IndiaMART InterMESH Ltd, as one of the leading B2B Marketplaces of India. We are glad to share the completion of 28 years of Indiamart.

Also, we are delighted to inform you that we are here for our campus Hiring for FY 23- 24.

We at IndiaMART InterMESH, would be interested in a campus drive at your college for hiring Grad Batch 2024 who have taken their final semester exams.

About Us :

IndiaMART is India's largest online B2B marketplace, connecting buyers with suppliers. With 60% market share of the online B2B Classified space in India, the channel focuses on providing a platform to Small & Medium Enterprises (SMEs), large enterprises as well as individuals. Founded in 1996, the company's mission is 'to make doing business easy'.

IndiaMART offers a platform to over 194 million buyers to search from over 108 million products & services and get connected with over 7.9 million reliable and competitive suppliers.

IndiaMART has been the proud recipient of the "Most Promising Company of the Year" at the CNBC Awaaz CEO Awards 2023, "Best Innovative Mobile App" Award at the 12th India Digital Awards 2023, "Most Promising Company of the Year" at the CNBC Awaaz CEO Awards in 2019, 'Video Content in a Business Website- Special Mention' at Video Media Awards and Summit 2019, 'Best Online Classified Website' at Drivers of Digital Summit & Awards 2018, 'Best Business App Award' at GMASA 2017, 'Special Contribution Award' at WASME – Super SME Awards 2016, Manthan Award South Asia and Asia Pacific 2013 under the 'E-business and Financial Inclusion' category and Red Herring 100 Asia Awards 2008.

IndiaMART has over 5,384* employees located across different offices in the country. We look forward to having you as a part of the team.

Profile Overview:

S. No.	Position Offered	Qualification	Percentage in 10th & 12th	Graduation Status	Preferred Candidate	Payroll	Salary Offered
1	Executive - Client Acquisition (FSF)	BA/ B.Com/ BBA/ B.Sc	65% and Above	All exams completed	Male	Off-Roll (For 6 months) Onroll thereafter	3 LPA + Incentives (For 6 months) 3.3 LPA+Incentives+CCA thereafter

Compensation:

- Salary for first 6 months: Rs.25,000 per month (spectrum payroll)
- Post 6 months Salary: Rs. 27,500 per month + City Compensatory Allowance (IndiaMART payroll)
- Incentives: Sales incentives payable from Day 1

The detailed profile is mentioned in the JD attached for your reference.

Hiring Criteria

1. Mandatory above mentioned percentage for respective qualification
2. Must have their own vehicle
3. Must have an Android Phone with android version (lollipop or above)
4. Must have a Valid Driving License or Learning License
5. Must have PAN Number, Aadhar Card or Acknowledgement of same
6. Must have a Laptop of their own

IndiaMART
is India's largest
online B2B
marketplace

Executive – Client Acquisition

Location : **Mumbai**
Department : **NSD (New Sales Division)**

About Us:

IndiaMART is India's largest online B2B marketplace, connecting buyers with sellers. Overlast 28 years, we have been continuously evolving our platform using sophisticated business-enablement technologies to make doing business easy. Our credo, '**One-stop expert for all business needs!**' appropriately depicts our approach. With 108 million product offerings and 7.9 million responsive supplier bases, we provide ease and convenience to our 194 million buyers. Our IPO was a thumping success in 2019, reaffirming the trust of our users and investors alike.

Headquartered in Noida, we have 5,384+ employees in offices located across the country.

Why Join IndiaMART :

- Our greatest assets are the IndiaMARTians. For our employee's personal and professional development, we provide a variety of career advancement opportunities as well as learning and development activities.
- They get the benefit of working with India's largest online B2B marketplace along with a fast-paced career progression. Potential employees can advance to the leadership roles within five years of their work tenure. We have more than 500 employees working with us who are testimony to this program.
- The superheroes take advantage of our cutting-edge **I-LEAP program**, which allows employees to "Learn as they Work ". Our Superlative Incentive Programs, arguably among the best in business today, allows them to earn more as they do more.

Key Success factors for an Individual:

- Passion and drive to excel
- Hunger to learn and grow
- Customer Orientation



STRONGER
TOGETHER



IndiaMART InterMESH Ltd.
6th floor, Tower 2, Assotech Business Cresterra, Plot No.22,
Sec135, Noida-201305, Uttar Pradesh, India

IndiaMART
is India's largest
online B2B
marketplace



What the Role offers:

- This position allows you to build new clients for the organization, build rapport and trust in both you and the company. Our top sales professionals are passionate and driven in order to produce top results, all the while maintaining integrity.
- Our sales professionals focus on face-to-face sales presentations as they provide our clients an opportunity to know IndiaMART & value addition IndiaMART can bring to their respective business. Position holder will be an individual contributor, responsible to drive sales activities within assigned region.

Key Responsibilities:

- To generate leads from given database & Identify decision makers within targeted leads and initiate the sales process.
- To penetrate all targeted accounts and originate sales opportunities for the company's products and services.
- To set up and deliver sales presentations, product/service demonstrations on daily basis.
- To ensure systematic follow-up with the client organizations to take the sales pitch to time-bound closure.
- To ensure that all payments are collected as per the company's payment terms.

Critical Skills of a Suitable Candidates:

- Quick thinking and problem-solving skills
- Excellent verbal communication skills
- Excellent active listening skills
- Innovative vision and foresight to anticipate and create new opportunities that resonate with your customer

You Can Apply if you possess:

- Over 65% in 10th and 12th
- Graduated in 2024

Industry Leading Benefits:

- Weekly Salary
- Lucrative Incentives plans over and above the fixed salary
- Accidental Insurance, Group Life Insurance & Medclaim
- I-LEAP Program (Higher Education Assistance Program)

Apply Now!

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