

JUST DIAL

Interview process

Online Test 20 min -> GD -> HR interview Round -> Final Manager Round

Job Description

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.

Qualification: Any Graduate or Post Graduate

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.

Criterion: (Mandatory)

- **Candidate must be willing to buy and Apple I pad 2 or 3 or 4 or Air or Air 2 (Wi-Fi+cellular) or Vivo V 11 pro or Samsung (handset version will be specified)**
- **The amount of the Gadget would be reimbursed as per the Gadget Policy of the company.**
- **Candidate must have a two wheeler(Mandatory)**

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.