

Training & Placement Cell  
Dr. B. R. Ambedkar University Delhi  
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**Sub:- Placement opportunity for MBA students of Dr. B. R. Ambedkar University Delhi passing out in 2023 in the company “InfoEdge (99acres)”.**

Please find the below details of placement opportunity for MBA students of batch passing out in 2023 in the company “InfoEdge (99acres)” for your reference and circulation to students to apply on given link by **15.01.2023**.

**Registration Link:-** <https://forms.gle/uHojAoKnrMtF2NUJ8>

**Name of the Company:-** InfoEdge (99acres), <http://99acres.com/>

**Designation:-** Associate Senior Executive

**Salary:-** 4.75 LPA

**About the Company:-**

Info Edge is India’s leading consumer internet company known for its strong brands in recruitment (naukri.com, naukri.com, naukri.com, iimjobs.com, firstnaukri.com), real estate (99acres.com), matrimony (Jeevansathi.com) and education (shiksha.com).

Starting with a classified recruitment online business, naukri.com, the Company has grown and diversified rapidly, setting benchmarks as a pioneer for others to follow either through setting up of in-house brands or through the route of strategic investments and acquisitions. Zomato.com, policybazaar.com & Happily Unmarried Marketing Private Limited are our investee companies to name a few out of many. With years of experience in the domain, strong cash flow generation and a diversified business portfolio, Info Edge is one of the very few profitable pure play internet companies in the country.

At Info Edge, people are their core competitive advantage and they will continue doing all that is needed to attract and retain the best available talent. Driven by innovation, an experienced and talented leadership team and a strong entrepreneurial orientation, the pride themselves on having a culture that promotes meritocracy. Their numerous milestones can largely be credited to an incredibly smart team working in an environment that encourages creativity and going the extra mile to develop products that people love to use and add value to their clients.

**About 99acres: -**

99acres is a gateway to one of the fastest-growing property markets of the world for buying, renting and selling of all types of properties in India. With over 9 million visitors visiting the website every month looking for real estate solutions, 99acres.com has over 10 lakh residential and commercial property listings and over 1.5 lakh new projects. .

**About the Role: -**

- Associate Senior Executive

**Job Description:**

- Understand the exact needs of the high end customers and help them understand the various online solutions and offerings
- Sell online classified / e-Advertisement / subscriptions / web space of the website by calling pre generated leads
- Understand advertisement requirements of clients and propose the best possible solutions/media concepts in the form of online listings, microsites and digital banners
- Promote online branding and create awareness of possible e-advertisements to the HNI clients for increasing profitability & revenue base
- Retain & engage clients with immediate query resolution, regular follow ups via calls & mails
- Conceptualize & implement effective sales strategies to drive sales volume

**Required Skills:**

- Excellent communication skills
- Active listening skills
- Strong convincing skills
- Prior experience in sales/business development/voice process is a must

**Desired Skills:**

- Solution oriented with effective problem solving skills
- Knowledge of various online property portals

**Qualifications:**

- **MBA**

\*for batch 2022-23

**ONLY ELIGIBLE AND INTERESTED STUDENTS OF DR. B. R. AMBEDKAR UNIVERSITY DELHI ARE ADVISED TO APPLY.**

**(Mr. Sachit Sharma)  
Assistant Registrar  
Training & Placement Cell**