

Training & Placement Cell  
Dr. B. R. Ambedkar University Delhi  
Room No.23, Kashmere Gate Campus  
Delhi-110006  
Email: [placements@aud.ac.in](mailto:placements@aud.ac.in)

**Sub: - Placement opportunity for MBA students of Dr. B. R. Ambedkar University Delhi passing out in 2023 in the company “Manupatra Information Solutions Pvt. Ltd.”**

Please find the below details of placement opportunity for MBA students of batch passing out in 2023 in the company “Manupatra Information Solutions Pvt. Ltd.” for your reference and circulation to students to apply on given link by 16.04.2023.

**Registration Link:-** <https://forms.gle/9fxfJGcd6W9gQT3A9>

**Name of the Company:-** Manupatra Information Solutions Pvt. Ltd.,  
<https://www.manupatrafast.com/>

#### **About the Company:-**

Manupatra is the leading law publishers and provider of Legal, Taxation, Corporate and Business Policy content in India. It is the fastest growing company in law publishing and is reckoned as the pioneers in online legal research in India. With primary documents and proprietary analytical content covering commentaries, treatises, digests, editorial enhancements, Manupatra has created the largest and most comprehensive online resource of Indian materials. The Company started operations in 2000 and launched its flagship product, the online database [www.manupatra.com](http://www.manupatra.com) in August 2001. Today, it has delivery capabilities in print and electronic media. The Company launched its CD ROM suite of products in 2004 and forayed into Print in 2006. Company's range of information products encompasses traditional and new media formats - Online Databases; E-mail Service; Books and Journals. Manupatra products are used in a wide variety of end markets with users ranging across Academic, Corporate, Government, Professionals (Lawyers, CA, CS etc), Banks, Consulting Companies, Media Houses, Litigants, Research Organisations, NGO's and others. Manupatra gives privileged access to its users and empowers them with in-depth legislative, regulatory and procedural information critical for decision making, without having to go to multiple sources. Its team of 150+ personnel work continuously and seamlessly to aggregate, collate, structure and deliver the information on a daily basis. With database enhancement and value addition being a continuous process at Manupatra, users continue to get benefited as Manupatra continues to build its exclusive research solution thus providing maximum return on your investment. The company is head quartered in NOIDA with 21 sales offices across India and distributors in International markets

#### **About the Profile:-**

- Business Development Executive

#### **Roles & Responsibilities:**

- Participate in training sessions to learn the sales process, presentation skills, and product knowledge.
- Generate leads and identify potential clients through various channels such as email, phone calls, and social media.
- Conduct research on potential clients and their business needs to understand their requirements.

- Schedule demos with potential clients and conduct product presentations to showcase the features and benefits of our product.
- Collaborate with the sales team to manage the sales cycle from lead generation to closure, including negotiation and contract signing.
- Build and maintain relationships with clients to ensure customer satisfaction and retention.
- Attend industry events and conferences to network and stay updated on industry trends.

**Requirements: -**

- MBA degree with a specialization in Sales and Marketing.
- Strong communication and interpersonal skills to effectively communicate with potential clients.
- Ability to work independently and as a part of a team. Strong organizational and time management skills.
- Demonstrated ability to work in a fast-paced environment.
- Familiarity with SaaS-based products and sales process is a plus.

**Salary –**

- 4 LPA

**Location –** Noida Sector – 1

**Qualification: -**

- 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**