

**NOTICE**

**Department of Training & Placements**

Dear Students,

NO BROKER will be conducting a placement drive for final year B.Tech - ME/EE/CE/PE/MBA/BBA/B.COM/BA/B.Sc. Agriculture – 2021/ 2022 students of Quantum University.

**Registration Link: -**

[https://docs.google.com/forms/d/e/1FAIpQLScW1xgPIkCHdLH02bnuNnE5NAG6V8p2qWK6qFSAYUyZo-wgzQ/viewform?usp=pp\\_url](https://docs.google.com/forms/d/e/1FAIpQLScW1xgPIkCHdLH02bnuNnE5NAG6V8p2qWK6qFSAYUyZo-wgzQ/viewform?usp=pp_url)

**Link will expire on 19.10.2021 at 4:00PM**

Details are as follows.

Company Name	NO BROKER
Company Website	<a href="http://www.nobroker.in">www.nobroker.in</a>
About Company	NoBroker.com is the world's largest C2C marketplace in online real estate. With a cumulative 85 lakh customers, it has grown 10X in the last one year. With round four funding of \$151mn, it is well funded by key US, Indian, Japanese & Korean investors like General Atlantic, SAIF Partners, KTB ventures and Bee Next. It is headquartered in Bangalore with a team of 4000+ people.
Designation & Eligibility Criteria	<p>Sales Executive – Any Graduates (B.Tech – All Branch, MBA, BBA, B.Com, BA, B.Sc.- Agriculture)</p> <p>Relationship Manager - (B.Tech – All Branch, MBA, BBA, B.Com, BA, B.Sc.- Agriculture)</p> <ul style="list-style-type: none"> <li>• Excellent verbal and written communication.</li> <li>• Good Interpersonal skills, numerical and analytical ability.</li> <li>• Decision making skills.</li> <li>• <b>Language required: English &amp; Hindi (mandatory), Kannada/Tamil/Marathi/Telugu (optional)</b></li> <li>• Proficient in MS-Office (Excel, Word).</li> <li>• Should be flexible for day shift- (9-hour of login between 8 AM - 10 PM).</li> <li>• Comfortable with working 6 days a week and the week off will be on weekday.</li> </ul> <p><b>Laptop with webcam and good speed Internet connection is a must</b></p>
Requirements, Role & Responsibilities	<p>Sales Executive -</p> <ul style="list-style-type: none"> <li>• Identifies business opportunities by identifying prospects.</li> <li>• Sells products by establishing contact and developing relationships with prospects recommending solutions.</li> <li>• Outbound calling on data collected through lead generation activities / secondary data sources.</li> <li>• Daily follow-ups on older leads and work on new leads.</li> </ul>

- 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.

Relationship Manager –

- Act as relationship manager for the Paid customers of No Broker.
- 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

Package Offered

Sales Executive & Relationship Manager - CTC of 4.8 Lpa (3 lacs fixed + 1.80 lacs variable, few employees are able to earn even 25,000 as monthly variable) for Under Graduates. (B.Tech, BBA, B.Com, BA, B. Sc.)

Sales Executive & Relationship Manager - CTC of 5.10 lacs (3.3 lacs fixed + 1.80 lacs variable, few employees are able to earn even 25,000 as monthly variable) for Post Graduates (MBA)

- **Employee Value Proposition:**
- Employee health insurance of Rs 1 Lakh per year. Premium is paid by the company.
- Employees get free lunch and snacks.
- Monthly reward and recognition to outstanding performers.
- Employees get promotion every 6 months basis performance. Outstanding performers can qualify for promotion every quarter. So an employee can get promoted up to 4 times in a year. Every promotion results in change of designation and increase of salary.
- Accelerated career growth of employees and one can become UH in another 3 months time)
- Regular team parties and Annual Day outing for all employees.

(About Training- Training will be provided for initial few days for an employee to understand end to end process.)

Selection Process

HR Round  
Personal Interview

Job Location

Bangalore

Venue

ONLINE/OFFLINE

