

Dr. Ayush Srivastava
Assistant Registrar
Nodal Officer-Training & Placement



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Ref: AKTU/UIIC/2021/411

4th May, 2021

To

The Directors/Principals
Colleges affiliated/associated to Dr. APJ Abdul Kalam Technical University
Lucknow, Uttar Pradesh

Subject: **Regarding "Just Dial" hiring opportunity for B.Tech and MBA students of 2020 and 2021 passed out/ passing out Batch**

Dear Sir/Ma'am,

Please to inform you that as part of hiring process for **B.Tech and MBA of 2020 and 2021 passed out/ passing out batch**, company "Just Dial" wish to invite the students of AKTU affiliated colleges for this drive. Please find invitation and link for the participation of students as per the details attached herewith in (Annexure- A). You are requested to kindly go through and encourage the students for registration latest by **06th May 2021**.

ERP Link: erp.aktu.ac.in (MANDATORY)

If you have any concern, you are requested to feel free to write at tnp.aktu@aktu.ac.in

With warm regards,

(Dr. Ayush Srivastava)
Assistant Registrar
Nodal Officer – Training & Placement

Copy to:

1. Registrar, AKTU, Lucknow
2. Finance Officer, AKTU, Lucknow
3. Controller of Examination, AKTU, Lucknow
4. Dean Student Welfare, AKTU, Lucknow
5. Media Prabhari, AKTU, Lucknow
6. Technical Officer, AKTU, Lucknow
7. In-charge Placements, AKTU, Lucknow
8. Staff Officer, Hon'ble Vice Chancellor for kind information

(Dr. Ayush Srivastava)

Campus Placements 2021	
Job Notification Form	
COMPANY OVERVIEW	
Name of the Company	Just Dial Ltd.
Website / Other source of Information	https://www.justdial.com
Company Type	Marketing
Brief write-up on the Company (50 to 75 words)	<p>Just Dial Limited is India's No. 1 Local Search engine that provides local search related services to users across India through multiple platforms such as website, mobile website, Apps (Android, iOS, Windows), over the telephone (voice, pan India number 8888888888) and text (SMS) Justdial has also initiated 'Search Plus' services for its users. These services aim at making several day-to-day tasks conveniently actionable and accessible to users through one App. By doing so, it has transitioned from being purely a provider of local search and related information to being an enabler of such transactions. Justdial has also recently launched JD Omni, an end-to-end business management solution for SMEs, through which it intends to transition thousands of SMEs to efficiently run their business online and have adequate online presence via their own website and mobile site. Apart from this, it has also launched JD Pay, a unique solution for quick digital payments for its users and vendors, and JD Social, its official social sharing platform to provide curated content on latest happenings to users. The organisation also aims to make communication between users and businesses seamless through its Real Time Chat Messenger.</p>
JOB PROFILE	
Job Designation	Field Business Development Executive
Job Description	<ol style="list-style-type: none"> 1. Achieve lasting customer success and higher profitability 2. Leverage Justdial's strength in creating clients' campaign where he gets maximum benefit at most cost effective investments 3. Drive sales and increasing the number of client acquisition and thereby generating revenue for our organization
Place of Posting	Delhi / NCR – Gurgaon, Other Remote Cities
Key Responsibilities:	➤ Meet commercial establishments those are located within the area allocated to him her and adhere to the following steps:

	<ol style="list-style-type: none"> 1. Present the business offering and explain benefits of the brand to the prospective clients. 2. Provide a demo and explain the advantages and features of the services. 3. Collect qualitative business information of the business enterprises he/she visits and also explain how the same would be represented to the users of Justdial. 4. Explain the contract, its feature, tenure and all terms and conditions to customer in detail. 5. Persuade the business owners/managers to register with Justdial as paid customers, which would enhance their business. 6. Adhere to the compliance and policies set by the department.
Type of Placement	Full Time
SALARY	
Cost to Company (CTC)	Upto 2.4 LPA for Delhi NCR & Gurgaon. Upto 2.04 LPA for remote city.
Training Period	NA
Salary / stipend paid during training	CTC Upto Rs. 20,000 per month for Delhi NCR & Gurgaon while CTC upto Rs. 17000 per month for remote city.
Bond or Service Contract (If Yes, give details)	NA
SELECTION PROCESS	
Shortlist from Resumes	Yes
Written Test (Technical / Aptitude)	No
Group Discussion	No
Personal Interview	Yes
Minimum Number of Offers You intend to make	100
Eligible Department and Program	B. Tech and MBA; 2020 , 2021 passed out / passing out batch
Specific Eligibility requirement (Please mention)	<ol style="list-style-type: none"> 1. Language Proficiency - Fluent in English & Hindi 2. Good communication skill to explain the services of Justdial and also able to comprehend queries and doubts of clients; helping them to handle the clients