

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



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04th Nov' 2020

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

Subject: **Regarding company Just Dial hiring opportunity for any Graduate or MBA (Preferred) of batch 2020**

Dear Sir/Ma'am,

Please to inform you that as part of hiring process for Any Graduate or MBA (Preferred) of batch 2020, 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 (Annexure A). You are requested to kindly go through and encourage the students for registration latest by **06-Nov-2020**.

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 2020	
Job Notification Form	
COMPANY OVERVIEW	
Name of the Company	Just Dial
Website / Other source of Information	http://www.justdial.com
Company Type	Service
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	Certified Internet Consultants (Sales and Marketing)
Job Description	<ul style="list-style-type: none"> • Achieve lasting customer success and higher profitability • Leverage Justdial's strength in creating clients' campaign where he gets maximum benefit at most cost effective investments • Drive sales and increasing the number of client acquisition and thereby generating revenue for our organization
Place of Posting	Pan India
Key Responsibilities:	<ul style="list-style-type: none"> • Meet commercial establishments those are located within the area allocated to him / her and adhere to the following steps: • Present the business offering and explain benefits of the brand to the prospective clients. • Provide a demo and explain the advantages and features of the services. • 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.

	<ul style="list-style-type: none"> • Explain the contract, its feature, tenure and all terms and conditions to customer in detail. • Answer the queries raised by the customers. • Persuade the business owners/managers to register with Justdial as paid customers, which would enhance their business. • Upload geo-coded photos to update the profiles on the Justdial database. • Send Key Parameter Monitor (KPM) report to the reporting managers on a daily basis. • Submit the contracts to the office with proper documentation. • Ensure that the contract cheque is cleared and the account of the client is activated within Justdial. • Adhere to the compliance and policies set by the department.
Type of Placement	Full time
SALARY DETAILS	
Cost to Company (CTC)	3.50 LPA Note : Salary would be negotiable depending on the interview and job location offered
Training Period	NA
Salary / stipend paid during training	NA
Bond or Service Contract (If Yes, give details)	NA
SELECTION PROCESS	
Shortlist from Resumes	NA
Written Test (Technical / Aptitude)	NA
Group Discussion	NA
Personal Interview	Yes, online interview (Skype/ VC)
Minimum Number of Offers You intend to make	200
Eligible Department and Program	Any Graduate or MBA (Preferred) of batch 2020
Specific Eligibility requirement (Please mention)	<p>Skills and Work Experience Required:</p> <ul style="list-style-type: none"> • Language Proficiency - Fluent in English, Hindi or any other regional language • Communication Skill - 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 <p>Other requirements –</p> <ul style="list-style-type: none"> • Ability to work under pressure • Ability to comprehend and follow instructions and directions

	Mandatory Requirements - <ul style="list-style-type: none">• Candidates should have their own gadget or should be ready to buy the same.• The cost of the same will be reimbursed to the employees in monthly instalments.
Date & Time of the Drive	YTD
Venue	YTD
Expected Joining (dd/mm/yyyy)	YTD