

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



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Ref:AKTU/UIIC/2021/415

10th May, 2021

To,

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

Subject: Regarding "India Mart Inter Mesh Ltd" hiring opportunity for MBA students of 2021 batch

Dear Sir/Ma'am,

Please to inform you that as part of hiring process for **MBA students of 2021 batch**, company "**India Mart Inter Mesh Ltd**" 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 14th 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)

Annexure -A

Campus Placements 2021	
Job Notification Form	
COMPANY OVERVIEW	
Name of the Company	IndiaMART InterMESH Ltd.
Website / Other source of Information	https://www.indiamart.com/
Company Type	B2B marketplace
About the company	<p>IndiaMART is India's largest online B2B marketplace, connecting buyers with suppliers.</p> <p>IndiaMART offers a platform to over 119 million buyers to search from over 71 million products and get connected with over 6.4 million reliable and competitive suppliers.</p> <p>IndiaMART has over 2,826 employees located across 31 offices in the country</p>
JOB PROFILE	
Job Designations	<ol style="list-style-type: none"> 1. Executive - Client Acquisition 2. Executive – Client Servicing
Job Descriptions	<p><u>Executive - Client Acquisition</u></p> <p>Achieving sales targets through new client acquisition and growing existing client base. Area Mapping, cold calling, prospecting, negotiation, closing on commercials and deals</p> <p><u>Executive – Client Servicing</u></p> <p>To identify decision makers within targeted leads and initiate the up selling process. To penetrate all targeted accounts and originate up selling opportunities for the company's products and services. To set up and deliver sales presentations, product/service demonstrations on daily basis.</p>
Place of Posting	Currently Working from Home, however, when things normalize, we will start operating from branches PAN India.
Key Responsibilities:	To generate leads & Identify decision makers
Type of Placement	-Virtual Campus Drive
SALARY	
Cost to Company (CTC)	Rs. 2.52 LPA + Incentives (for Client Acquisition) Rs. 3.0 LPA + Incentives (for Client Servicing)
Training Period	-NA
Salary / stipend paid during training	-NA

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	-MBA (All branches) 2021 batch		
Specific Eligibility requirement (Please mention)	10th	70% & Above	
	12th	70% & Above	
	Graduation	55% & Above	
	MBA	55% & Above	
Date & Time of the Drive	- Date will be finalised after shortlisting		
Venue	-Online		
Expected Joining (dd/mm/yyyy)	Immediate		