



Visvesvaraya Technological University
"Jnana Sangama", Belagavi-590018 Karnataka



Ref: CPC Drive – 2019/ 45

Date: 17 May 2019

Opening for
Any Graduation
MBA
With not cut off
percentage

2018 & 2019 PASSING
OUT

VTU CPC
Campus 2 Career

Supports the*
Recruitment drive
For

DRIVE
45

NOBROKER

Company Profile:

NoBroker.com is a Bangalore based real estate search portal that connects flat owners and tenants directly with each other. The company does not charge any brokerage from either parties. NoBroker is operational in 5 cities namely, Mumbai, Bangalore, Pune, Chennai and Gurugram. With cumulative 45 lakh customers, it has grown 10X in last one year. With three rounds of funding of \$20 mn, it is well funded by key Indian, Japanese & Korean investors like SAIF Partners, KTB ventures and BeeNext. It is headquartered in Bangalore with a team of 700+ people.

POSITION

Senior Customer Service Executive(SCSE) / Senior Sales Executive(SSE)/ Senior Relationship Manager Executive(SRME)

LOCATION Bangalore
LANGUAGE REQUIREMENTS (ENGLISH/HINDI) Mandatory

Employee Value Proposition:

Employee health insurance of Rs 1 lakh per year. Premium is paid by the company.
Employees get free lunch and snacks.
Employees are promoted every 6 months. Outstanding performers get promoted every quarter.
Monthly reward and recognition to outstanding performers.
Accelerated growth of employees and can become Assistant Manager in as early as 2 years.
Regular team parties and Annual Day outing for all employees.

• Summary of Responsibilities

- Identify and assess customers' needs to achieve satisfaction.
- Build sustainable relationships and trust with customer accounts through open and interactive communication.
- Provide accurate, valid and complete information by using the right methods/tools.
- Handle customer complaints, provide appropriate solutions and alternatives within the time limits; follow up to ensure resolution.
- Keep records of customer interactions, process customer accounts.
- Follow communication procedures, guidelines and policies.
- Take the extra mile to engage customers.

Role and Responsibility – Sales Executive

Identifies business opportunities by identifying prospects.

Sells products by establishing contact and developing relationships with prospects; recommending solutions.

Outbound calling on data collected through lead generation activities / secondary data sources.

Daily follow-ups on older leads and work on new leads.

Maintains quality service by establishing and enforcing organization standards.

Must be energetic, well-spoken, eager to close sales deals and generate revenue for the organization.

Role and Responsibility – Relationship Manager Executive

Act as relationship manager for the Paid customers of NoBroker.

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

ACADEMIC ELIGIBILITY CRITERIA

Any Graduation & MBA 2018 Passed out /2019 passing out

Eligibility criteria

- Education- **Graduation/MBA.**
- Excellent verbal and written communication skills.
- Good Interpersonal skills, numerical and analytical ability.
- Decision making skills.
- Language required: **English & Hindi mandatory** +Kannada/Tamil/Marathi preferred.
- Proficient in MS-Office (Excel, Word).
- Should be flexible for day shift- (9-hour of login between 8 AM - 10 PM).
- Comfortable with working 6 days a week and the week off will be on weekday.

COMPENSATION DETAILS:

Salary Range : SE - CTC of 4.6 lacs (2.2 lacs fixed + 2.4 lacs variable - payable monthly)

CSE/RME- CTC of 4.0 lacs (2.2 lacs fixed + 1.8 lacs variable- payable monthly)

Candidates are required to carry the following things:

- 2 copies of their latest updates resume
- 2 passport size photographs

Note: The candidates should be available to join in the month of June-2019

SELECTION PROCESS: Test + Interview

Last date for Registration is 21 /05/2019

Registration Link to apply

<https://forms.gle/bUmVqL9vqgNxRRyp8>

Interview Date: 22/05/2019

Venue ; Bangalore Institute of Technology

Krishna Rajendra Rd, Parvathipuram, Vishweshwarapura, Basavanagudi, Bengaluru, Karnataka 560004

AFTER SUCCESSFULL REGISTRATIONS KINDLY REPORT TO THE VENUE THERE WILL NOT BE ANY CALL LETTER FROM COMPANY

VTU CPC wishes all the candidates a prosperous career ahead.....

*VTU CPC is only a platform to link the recruiter and the candidates. The candidates are advised to take maximum care in selecting the recruiter and terms & conditions of appointment. VTUCPC is not responsible for any lapses in the agreement between the candidate and there recruiter.