



Raj Kumar Goel Institute of Technology

5th KM. STONE (OPP. JAIN TUBE CO. LTD.), DELHI-MEERUT ROAD,
GHAZIABAD (U.P.) - 201003

FAX : (0120) 2788350 TEL. : (0120) 2788273, 2788409, 2788447

Corporate Resource Center

Notice

15th November, 2014

RKGIT/89/CRC/2014-15

Attn: MBA (Marketing) Final Year Students (Batch-2015)

Subject: Recruitment Drive of HomeZworld Pvt Ltd

HomeZworld Pvt Ltd is likely to conduct a recruitment drive for MBA (Marketing) Final Year students. The details are as follows:

About the company:

HomeZworld Pvt. Ltd. is one of the most promising online real-estate consultancy firms, catering to the needs of people, engaged in real estate industry. We have always given services which meet and exceed expectations. HomeZworld bridges the gap between real estate buyers and sellers through the power of World Wide Web, with user friendly methods and enhanced search methods, we give you exactly what you want.

Designation	:	Business Development Executive
Salary	:	Salary for the defined position of Business Development Executive (without experience) is 1.8 lac p.a. (fixed) + incentives (up to 40% of the revenue generated)
Industry	:	Real Estate
URL	:	www.HomeZworld.com

Responsibilities:

Your job as a business development executive is to identify sales leads, pitch goods or services to new clients and maintain a good working relationship with new contacts. Your role is all based around your clients and their needs. You will act as a consultant to our valued customers and help them to choose the home of their needs. So, you'll spend much of your day discussing their needs and keeping records.

Other daily duties will include:

- Setting up meetings with new clients
- Researching the latest products and regulations
- Looking for new sales opportunities
- Accountable for achieving sales volume in assigned territory.
- Successfully utilizes Professional Selling Skills training to enhance overall sales volume.

Desired candidate profile:

- Acknowledging customers promptly and treating them in a courteous manner
- Finding out what information, products or services the customer requires to meet his/her needs, providing clear, accurate and relevant information
- Resolving customers' queries within agreed authority
- Producing file notes after any client meetings, summarizing any additional actions required, including follow-upcalls
- Sales activity planning, including reviewing existing customer files to identify sales opportunities
- Undertaking commercial negotiations
- Compliance with legal requirements, industry regulations, organizational policies and professional codes

Skills:

- Effective verbal and written communication on all levels
- Self-motivated, analytical, quick learner, organized, detail-oriented, multi-tasker
- Prioritizes workload and meets deadlines for a variety of marketing "deliverables"
- Reliable and ethical, respecting customers' confidentiality
- Strong negotiation skills
- Excellent interpersonal skills, able to communicate with a wide range of people.



Raj Kumar Goel Institute of Technology

39/ KSE, BTWHS, GATEWAY, JAWAHAR, JODI LTO & DELHI-MEERUT ROAD,

GHAZIABAD (U.P.) - 201005

FAX : (0120) 278000 TEL. : (0120) 278675, 278205, 278647

Corporate Resource Center

Name

Notes:

- All interested students are requested to register with CRC by 3:00 PM on 17th November 2014 (Monday).
- Date of interview & venue will be intimated post registration and depending upon number of registrations.

Prof. Dilip Moza

Prof. Dilip Moza
Head -CRC

CC:

- Mr. Harsh Sharma-Faculty Representative-MBA (B. Tech)
- Dr Vibhuti -HOD-MBA (B. Tech)
- Dr. Arvind Singh-Principal-MBA
- Mr.Upesh Bhatnagar-For Website update

- Mr. Vipul Goel-Accounts Office
- Prof. V. K. Singh-Dean 2nd shift
- Shri H. G. Garg, Dean, RKGIT - GZB
- Dr. S. C. Gupta- Director Academics
- Dr. D. R. Somashekar, Director, RKGIT - GZB
- Prof. B. K. Gupta, Advisor, RKGIT - GZB
- Shri Dinesh Kumar Goel, Chairman, RKGIT

Salary

Salary

(without experience)
(the revenue generated)

Industry

Real Estate

Web

www.rkgit.ac.in

Responsibilities

Your job as a business development executive is to identify sales leads, pitch goods or services to new clients and maintain a good working relationship with new contacts. Your role is all based around your clients and their needs. You will act as a consultant to our valued customers and help them to choose the home of their choice. So, you'll spend most of your day discussing their needs and keeping records.

Your daily duties will include:

- Setting up meetings with new clients
- Researching the latest products and regulations
- Looking for new sales opportunities
- Accountable for achieving sales volume in assigned territory.
- Successfully utilizes Professional Selling Skills training to enhance overall sales volume.

On the job candidate profile:

- Acknowledging customers promptly and treating them as a courteous member
- Finding out what information, products or services the customer requires to meet further needs, providing clear, accurate and relevant information
- Resolving customers' queries within agreed authority
- Producing file notes after any client meetings, summarizing any additional actions required, including follow-ups
- Sales activity planning, including reviewing existing customer files to identify sales opportunities
- Undertaking commercial negotiations
- Compliance with legal requirements, industry regulations, organizational policies and professional codes

Skills:

- Effective verbal and written communication on all levels
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Trust Office - 112, WAHYUG MARKET, GHAZIABAD (U.P.) 201 001

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