

**PLACEMENT NOTICE****FOR THIRD YEAR, POST GRADUATES AND EX- STUDENTS  
OF B.COM, BMS, BAF, BAMMC, BSC(IT), BSC(CS), M.COM AND M.SC (IT)**

**Exlcareer is hiring freshers and Experienced candidates for Sales, Marketing and HR Profiles. Internship opportunities are also available for all programmes.**

Axis Bank is in urgent need of a **Sales Officer** in **Retail Banking**. Details are follows :

NAME OF COMPANY	<b>Exlcareer</b>
JOB PROFILE	<ul style="list-style-type: none"><li>● <b>Sales Professional</b></li><li>● <b>HR Professionals</b></li><li>● <b>Other Full Time Opportunities</b></li><li>● <b>Internships for all programmes</b></li></ul>
QUALIFICATION	Graduation, Graduated or Postgraduates
JOB DESCRIPTIONS	<p><b>Job Title:</b> Sales Professional <b>Location:</b> PAN India (Multiple Offices)</p> <p><b>Job Type:</b> Full-Time</p> <p><b>Experience Level:</b> Freshers and Experienced</p> <p><b>Key Responsibilities:</b></p> <ol style="list-style-type: none"><li>1. <b>Sales Target Achievement:</b><ul style="list-style-type: none"><li>○ Meet or exceed monthly, quarterly, and annual sales targets.</li></ul></li><li>2. <b>Prospecting and Lead Generation:</b><ul style="list-style-type: none"><li>○ Identify and pursue new business opportunities through market research, networking, and cold-calling.</li></ul></li><li>3. <b>Client Relationship Management:</b><ul style="list-style-type: none"><li>○ Build and maintain strong, long-lasting customer relationships.</li><li>○ Understand client needs and customise solutions to meet their requirements.</li></ul></li><li>4. <b>Product Knowledge:</b><ul style="list-style-type: none"><li>○ Develop a deep understanding of our products/services and effectively communicate their value proposition to potential clients.</li></ul></li><li>5. <b>Sales Presentations and Demos:</b><ul style="list-style-type: none"><li>○ Conduct compelling product presentations and demonstrations to potential clients.</li></ul></li><li>6. <b>Sales Pipeline Management:</b></li></ol>

	<ul style="list-style-type: none"> <li>○ Maintain accurate and up-to-date records of leads, opportunities, and activities in the CRM system.</li> </ul> <p>7. <b>Market Research:</b></p> <ul style="list-style-type: none"> <li>○ Stay updated on industry trends, market conditions, and competitor activities.</li> </ul> <p>8. <b>Team Collaboration:</b></p> <ul style="list-style-type: none"> <li>○ Work closely with cross-functional teams (e.g., marketing, customer support) to ensure a seamless customer experience.</li> </ul> <p><b>Qualifications:</b></p> <ul style="list-style-type: none"> <li>● Bachelor's degree in Business, Marketing, or a related field (for freshers).</li> <li>● Proven experience in sales or a related role (for experienced candidates).</li> <li>● Strong communication, negotiation, and interpersonal skills.</li> <li>● Self-motivated, results-driven, and able to work independently.</li> <li>● Familiarity with CRM software and sales tracking tools is a plus.</li> </ul>
	<p><b>Job Description: HR Professionals-</b> Full time Recruiter</p> <p><b>Work Type -</b> Full time, 6 days</p> <p>Seeking a skilled and proactive Non IT Recruitment Specialist to join the dynamic team and play a pivotal role in managing our Recruitment Process Outsourcing (RPO) business. The ideal candidate will have a strong background in recruitment, a deep understanding of client needs, and the ability to drive successful hiring outcomes for both our clients and our company.</p> <p><b>Responsibilities:</b></p> <ul style="list-style-type: none"> <li>● <b>Collaborate with Clients:</b></li> <li>● Establish strong working relationships with clients to understand their hiring needs and objectives.</li> <li>● Conduct regular meetings with clients to assess ongoing requirements and provide updates on recruitment progress.</li> <li>● <b>End-to-End Recruitment:</b></li> <li>● Manage the full recruitment life cycle, including sourcing, screening, interviewing, and placing candidates.</li> <li>● Craft compelling job descriptions that align with client needs and attract top-tier candidates.</li> <li>● Utilise diverse sourcing strategies to identify and engage candidates across multiple platforms.</li> <li>● <b>Client Management:</b></li> <li>● Act as the main point of contact for clients, addressing inquiries, concerns, and providing timely updates.</li> <li>● Gather feedback from clients to ensure candidate profiles match their expectations and adjust strategies accordingly.</li> <li>● Provide timely updates and feedback to clients and candidates throughout the recruitment process.</li> <li>● Collaborate with our team and clients to continuously improve our recruitment strategies and processes.</li> <li>● <b>Candidate Assessment and Selection:</b></li> <li>● Conduct thorough candidate assessments, evaluating skills, qualifications, and cultural fit.</li> </ul>

	<ul style="list-style-type: none"> <li>● Present shortlisted candidates to clients, ensuring alignment with client requirements.</li> <li>● Utilise various sourcing methods, including job boards, social media, professional networks, and referrals, to identify potential candidates.</li> <li>● Conduct initial candidate screenings, including phone interviews and assessments, to assess candidates' qualifications and fit for the role.</li> <li>● Maintain accurate and up-to-date candidate records and job descriptions in our recruitment database.</li> <li>● <b>Process Optimization:</b></li> <li>● Continuously improve recruitment processes to enhance efficiency, quality, and time-to-fill metrics.</li> <li>● Implement best practices in candidate assessment, interview techniques, and feedback mechanisms.</li> <li>● <b>Performance Metrics:</b></li> <li>● Set and achieve recruitment targets and key performance indicators (KPIs).</li> <li>● Track and report on recruitment metrics to clients, demonstrating the value delivered.</li> </ul> <p><b>Qualifications</b></p> <ul style="list-style-type: none"> <li>● Bachelor's degree in Human Resources, Business Administration, or related field (Master's preferred).</li> <li>● <b>Proven experience in end-to-end recruitment, preferably in an RPO or agency environment.</b></li> <li>● Strong client management skills with the ability to build and maintain relationships.</li> <li>● Excellent communication skills, both written and verbal.</li> <li>● Proficiency in using recruitment tools and platforms.</li> <li>● Analytical mindset with the ability to extract and present insights from data.</li> <li>● Proactive and solution-oriented approach to challenges.</li> <li>● Understanding of various industries and job roles.</li> <li>● Strong organizational skills and attention to detail.</li> </ul> <p>As a Full time Recruiter, you will have the opportunity to work independently while collaborating with our team, providing valuable recruitment solutions to diverse industries and companies.</p>
<p><b>HOW TO APPLY</b></p>	<p><b>Interested candidates can apply to</b></p> <p><b>Sales Professional -</b>  <a href="https://forms.gle/o8zSr91uv8QAMkr6A">https://forms.gle/o8zSr91uv8QAMkr6A</a></p> <p><b>HR Professionals -</b>  <a href="https://forms.gle/PZaGxFRr1Mqgmmrt9">https://forms.gle/PZaGxFRr1Mqgmmrt9</a></p> <p><b>Other Full Time Opportunities -</b>  <a href="https://forms.wix.com/f/7085481722069909841">https://forms.wix.com/f/7085481722069909841</a></p> <p><b>Internships for all programmes -</b>  <a href="https://www.exlcareer.com/internship">https://www.exlcareer.com/internship</a></p>

	on or before 12th September, 2023 by 12 noon.
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(Vice-Principal)



(I/C Principal)