

COMPANY PROFILE:

Chawla Publications started the law reporting revolution in 1967 with launch of “All India Rent Control Reporter” an idea that was imitated by several publishers all over India. The journal was brain child of Chawla’s and its success led to flood of journals on the subject and cheap imitations all over India. This was the trigger that led to publications of several journals on different subject like Service Labour, food adulteration, Hindu Law, Arbitration etc.

Again Chawla Publications was first among law book publishers of India to step into cyber space with launch of “supremecourtonline.com” as early as 1997 when internet revolution had just began not to mention that the idea was imitated by several publishers all over India. The event made a big news in frontline national media at that time when official website of supreme court was not even on drawing board. Chawla Publications Launched its first e-publication in 1998 with “Dishonour of Cheques – Total Cases” on Compact Disc, again flood of imitations followed. Click to visit : <http://www.chawlapublications.com>

JOB PROFILE – RELATIONSHIP MANAGER

CTC : Upto 4 Lakhs PA

EDUCATION : B.E / B.TECH - All Branches & MBA

ELIGIBILITY : 65% and above in Academics. Upto 4 Arrears allowed

JOB DESCRIPTION:

1. Developing constructive and cooperative working relationships with Clients and maintaining them over time.
2. Having the ability to maximize profitable volume growth, market share and client preference in the assigned market.
3. Build trust, value others, communicate effectively, drive execution, foster innovation, focus on the customer, collaborate with others, solve problems creatively and demonstrate high integrity.
4. Conduct/Organize all type of Sales Activities like Road Shows, Canopy Drives, Handbill

activities and other BTL activities to expand business.

5. Overseeing profit centre operations and accountable for increasing profitability and achieving business objectives within budgeted parameters.

6. Coordinating budgets, forecasts, reports & accordingly effectuating business plans to attain maximum sales.

7. Organizing advertising campaigns regionally.

8. Regular visit to Courts, Corporate, Industries, Colleges, Customers.

9. Clientele includes both B2B & B2C Customers.

JOB LOCATION: As per company requirement (All Over India) /candidates to provide choice.

West- Mumbai, Aurangabad, Nagpur, Pune, Goa, Ahmadabad, Indore, Jabalpur, Gwalior,

Bilaspur, BhopalNorth- Delhi, Lucknow, Ranchi, Patna.

South- Bangalore, Hyderabad, Vijaywada & Chennai

DRESS CODE: Business formals for male and female trainee.

WORK HOURS: 8 hours a day, 6 days a week.

TYPE OF INDUSTRY: Legal Publication

INTERVIEW PROCESS : Written Test, GD & Final HR Interview.

JOINING: November'19 / January'20