



**SARVAJANIK
UNIVERSITY**

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**SARVAJANIK EDUCATION SOCIETY
SMT. SHARDARANI RAMESHCHANDER**



Approved by AICTE | Constituent College of Sarvajani University

Report on Final Campus Placement for PagarBook on 24th November, 2021 at S. R. Luthra Institute of Management



PagarBook

Quick Details

Employer	PagarBook
Date of Interview	24 th November, 2021
Designation Offered	Sales Executive
Maximum Earning Potential	INR 5,40,000 p.a.
Interview conducted by	Mr. Abhishek Das (Cluster Head)
No. of students Appeared	56
No. of Students Selected	4

📍 M.T.B. College Campus, Nr. Adarsh Society, Athwalines, Surat-395001, Gujarat, India.

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Company Overview

PagarBook is a free employee management, work & salary management application/tool, where the business customer can manage all staff and employee's attendance, record the work done by staff or employees and their salary. The company was founded in 2019 and its headquarters are in Bangalore and Karnataka.

Payments, advances and early salary can also be recorded and manage in this app. Using PagarBook, a business owner can maintain all the records of their employees digitally and can get insights around the same. It has the facilities of Sms and WhatsApp notification to employees and staff about payments, bonuses, daily work, attendance & leaves.

Job Profile

Offered Designation: Sales Executive

Roles and Responsibilities:

1. Pitch about PagarBook desktop solution on the field to customers
2. Explain the benefits of the PagarBook desktop solution to customers
3. Better and Easier accessibility, also available on mobile web
4. Meet 10-12 new clients a day (tracked)
5. Get free trial enabled for 5-6 clients a day
6. Get 3 sales (paid customers, 10% conversion)
7. Identify key SME clusters in the city and prepare an acquisition plan

Location: Surat

Eligibility Criteria:

- Having own bike and smartphone
- Local language knowledge in the city of operations
- Local Market and competition knowledge and clear articulation of PagarBook advantages
- Strong negotiation and influencing skills to create win-win
- Give continuous feedback to internal teams to improve our customer service level

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