



AJOBMANTM
Connecting talent to opportunities

Business Pitch Deck

2024 - 2027



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VISION AND VALUE PROPOSITION

**AJobMan Is India's Upcoming No. 1
Job Search platform that Connect
Talents to Opportunities.**



About Us

Empowering Growth, Inspiring Success

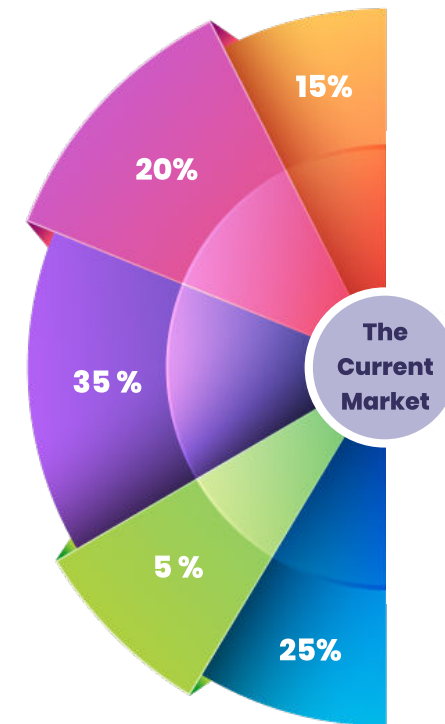
- AJobMan: Your gateway to career opportunities across diverse industries in India.
- AJobMan: Bridging the gap between job seekers and employers for a brighter future.
- Your dream career is just a click away with AJobMan's expansive job search solutions.
- Thousands of job listings await you from top-tier employers
- Find your perfect match from top employers with our expansive job listings.
- Resume writing and interview preparation tips.



The Current Market

Unemployment is a major challenge faced by many countries across the world, and India is no exception. Despite being the world's fastest growing major economy, India continues to struggle with unemployment, especially among its youth. In this article, we will explore the various causes of unemployment in India and their impact on the economy.

- 01 Economic Conditions
- 02 Government Policies
- 03 Technological Advances
- 04 Pandemic Impact
- 05 Skill Development Initiatives



The Current Market



Naukri.com

- Market leader with a strong database.
- Elevate your career with our leading platform, boasting a strong brand, extensive job listings, and personalized services like resume building.
- **Challenges** : Competition for fresher employee and agent interface.



LinkedIn

- A professional networking platform with a significant job search component.
- User profiles match only professional job opportunity.
- **Challenges** : less focus of local job high cost for membership.



Apna Job

- An emerging player in the Indian job portal market.
- User-friendly interface with a mobile app for job seekers.
- **Challenges** : Focus on only specific industries.



Indeed

- A global job search engine with a substantial presence in India.
- Aggregates job listings from various sources.
- Free job posting option for employers.
- **Challenges** : limited Options for job seekers.

Expanding our presence in niche industries. Enhancing our career development resources, such as resume building tools and interview preparation. Collaborating with educational institutions and government initiatives to tap into the youth job market. While we face strong competition in the Indian job portal market, our unique features and partnerships position us for growth.

We will continue to innovate and expand our services to meet the evolving needs of job seekers and employers.

The Problem

TIME TO SHOW WHAT PROBLEM IS IN THE MARKET



Candidate's Problems ?

✔ Spam and Irrelevant Job Listings :

- Irrelevant Job recommendation like : Skill, Experience or Location.
- wasting time for right candidate.

✔ Limited Response from Employers :

- This can be frustrating to timely not responses from employers after applying for jobs.

✔ Difficulty in Navigating the Platform :

- Difficulty to job search,profile setting or manage applications.

✔ Scams and Fraudulent Job Postings :

- Occasionally, fraudulent job listings or scams may appear on the platform. These can mislead candidates and potentially lead to financial or personal information being compromised.



Candidate's Problems ??

✔ Technical Glitches :

- Any Other Online Job Portal may occasionally experience technical issues that could disrupt the user experience.

✔ Limited Transparency on Employer Details :

- Candidate may not more information about such as the company Name, Location.

✔ Subscription Fees :

- Some can't afford premium job portal features.

✔ Unclear Job Descriptions or Requirements :

- Some job description make it hard to apply; clear requirements help candidates match skills and succeed.

✔ Long and Complicated Hiring Processes :

- Long hiring processes can be discouraging for candidates And impactful for those unemployed or underemployed.



Company's Problems ?

✔ High Volume of Irrelevant Applications :

- Reviewing many job applications takes time; finding qualified candidates is tough.

✔ Limited Response from Shortlisted Candidates :

- Post shortlisting, delays from unresponsive candidates can hinder hiring.

✔ Unverified or Incomplete Candidate Information :

- Candidates may give incomplete info, making it hard for employers to decide.





Company's Problems ??

✔ Identifying Quality Candidates :

- like any other online platform, may face technical issues.

✔ Scams and Fake Profiles :

- They can waste valuable time and company resources. Beware of fraudulent or misleading profiles during recruitment.

The Solution

TIME TO SHOW WHY OUR SERVICE IS THE ANSWER



Understand Market Demands :

The broken job search process in India, averaging three months, imposes a significant challenge on both job seekers and employers. With over 20 million job openings annually, the issue affects a substantial pool of potential candidates. Job seekers face prolonged searches, employers struggle to find qualified talent, and the Indian economy is impacted. Addressing this problem is crucial, as streamlining the job search process not only accelerates hiring but also enhances productivity, ultimately contributing to sustained economic growth.

Candidates ✓



RELEVANCE OF JOB LISTINGS



USER-FRIENDLY INTERFACE



TRANSPARENT COMPANY INFORMATION



APPLICATION TRACKING AND TIMELY UPDATES

Company ✓



QUALITY OF CANDIDATE POOL



EFFICIENT JOB APPLICATION MANAGEMENT



CUSTOMIZED SEARCH AND FILTERING OPTIONS



TRANSPARENT COMMUNICATION CHANNELS

- Job portals connect candidates and employers, offering a seamless hiring experience. Candidates trust personalized job listings, transparent communication, and efficient talent discovery, making these platforms powerful tools for meeting hiring expectations.

Our Services




TIME TO SHOW OUR SERVICE IN DETAILS



Candidate

Features and Benefits:

AJOBMAN connects job seekers with employers for better opportunities.

-  **Personalized Job Recommendations :**
 - Match with jobs that suit your skills and preferences.
 - Let us guide you to jobs that match your unique profile.
-  **Effortless Application Management :**
 - Simplify handling job applications effortlessly.
 - Track your progress and get timely updates.
-  **Comprehensive Company Insights :**
 - Transparency is crucial in your job search.
 - Our business plan offers detailed information on hiring companies.



Our Services (For Candidates)

01 AJOBMAN POWER RESUME



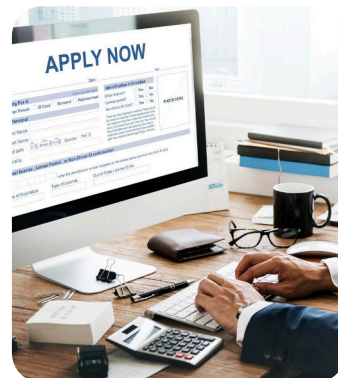
AJOBMAN Power Resume: Your gateway to career success in one impactful document.

03 FAST EMPLOYMENT



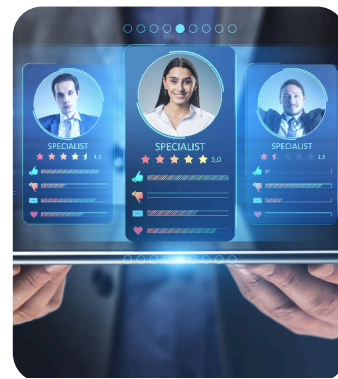
Fast Employment uses AI to quickly match candidates with job opportunities for speedy placement.

02 ADVANCE JOB APPLICATION PLATFORM



Streamlining job applications with an advanced platform for enhanced efficiency and success.

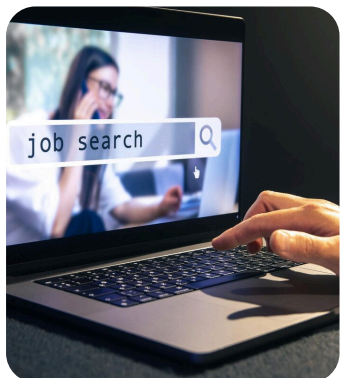
04 CREATE CANDIDATE PROFILE



Candidates can showcase work history, skills, and multimedia in a brief digital portfolio using the Candidate Profile feature.

Our Services (For Candidates)

05 IMPORTANT BLOG FOR JOB SEEKERS



Our blog Strengthens job seekers with insights on resumes, interviews, and career development.

07 HR EMPLOYEE PANEL*



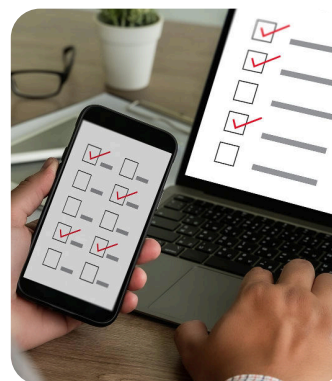
Our HR Employee panel facilities hiring process like: transparent communication, job role, company culture and other important aspects.

06 INTERVIEW TIPS



Preparing Interviews process to includes tips on researching the company, interview questions and showcasing one's strengths by expert team.

08 TASK MASTER*



Taskmaster tool is designed specifically for job seekers. like, enables candidates to set reminder, interviews and follow-ups, candidates stay organized and never miss their Job search.

*its Depend on Your Existing Employer Ajobman Portal Plan



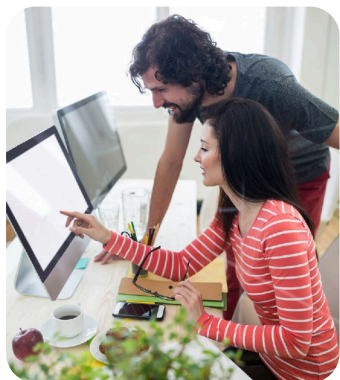
Company

Features and Benefits:

- ✔ **Empowering Career Resources :**
 - Explore mentorship programs for professional guidance.
 - Our goal is to support your professional growth and success through personalized career content.
- ✔ **Targeted Candidate Pool:**
 - Candidates carefully matched to your job requirements.
 - Save valuable time in the recruitment process.
- ✔ **Efficient Application Management :**
 - The Business plan provides tools to streamline application reviews, allowing easy sorting and tracking of candidate progress.
 - Optimize hiring workflow And Focus efforts on promising candidates.
- ✔ **Transparent Communication Channels :**
 - Seamless platform for interview scheduling.
 - Easy feedback provision in the process.
 - Addressing questions and concerns promptly.
 - Our Business plan is designed to enhance your recruitment experience.

Our Services (For Recruiter)

01 ADVANCE ONLINE PLATFORM



Our advanced online platform revolutionized the recruitment process like: Pre-screened candidates, powerful filtering options, workflows, customizable recruitment workflows for the find right talent efficiently.

03 VACANCY PROMOTION



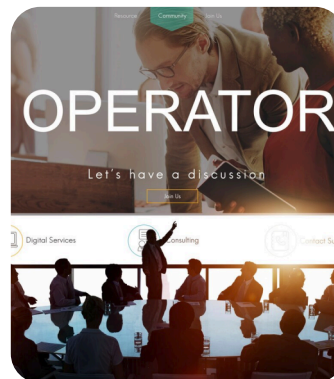
Our Vacancy Promotion feature targeted advertising and placement strategies of qualified candidates and finding the perfect match for each position.

02 VERIFIED CANDIDATE / CV WITH 250+ QUESTIONS



Companies receive verified candidate profiles complete with detailed responses to specific questions. This feature enables companies to assess candidates comprehensively, aligning their qualifications with the job requirements and streamlining the shortlisting process.

04 COMPANY PROFILE



The Company Profile feature allows to an informative profile and showcases the company's mission, values, work culture and employee testimonial.

Our Services (For Recruiter)

05 HR MASTER



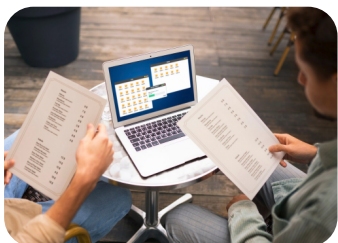
HR Master: A comprehensive solution empowering HR professionals with seamless candidate tracking, communication management, interview scheduling, and collaborative hiring workflows.

07 TASK MASTER



Taskmaster helps companies streamline internal processes related to recruitment, onboarding, and HR management. It allows for efficient task management, ensuring that critical tasks are executed on time and with precision, resulting in a smoother and more organized hiring process.

09 ATTENDANCE MODULE & PAYROLL MODULE



The Attendance Module and Payroll Module provide companies with robust tools to manage attendance and payroll efficiently. These features automate attendance tracking, leave management, and payroll processing, reducing administrative burdens and ensuring accurate compensation for employees.

06 ASSET MANAGER



Asset Manager assists companies in optimizing their employees workforce allocation, Skills, Experiences, Maximum Productivity and over all efficiency.

08 TRACK CANDIDATE



The Track Candidate feature enables companies to monitor the progress of candidates throughout the hiring process. It includes real-time status updates, interview feedback, and communication history, allowing companies to make well-informed decisions and maintain timely communication with candidates.

Our Work Process

TIME TO SHOW HOW WE WORK AT **AJOBMAN**: Job Portal



Business Analysis

Jhon Smith
UI/UX Designer
★★★★★

Best Consulting

The Easiest Way to Get Your New Job

Each month, more than 3 million job seekers turn to website in their search for work,

Job title, keywords

23

Our Work Process With Candidate

❖ List the Process Step

Upload Documents

Candidates can upload their resume, certificates, and other relevant documents to showcase their qualifications.

Update Profile / Mock Interview

Candidates have the option to enhance their profiles by adding details about their skills, work experience, and accomplishments. You could offer a feature for mock interviews to help candidates prepare for real job interviews.

Registration

Candidates start by creating an account on your job portal. They provide basic information such as name, contact details, and educational background.

Verification

The uploaded documents and information go through a verification process to ensure accuracy and authenticity. This step is crucial for maintaining the credibility of your platform.

Search & Get Good Job

Candidates can use search filters to find job listings that match their skills, experience, and preferences. Your platform can provide personalized job recommendations based on their profile.

Purchase Plan

Candidates can easily enhance their job search experience on our platform by purchasing different plans. With these plans, they can seamlessly apply to jobs directly at their preferred companies without any hassle, simplifying the application process and providing a user-friendly experience.

Promote Your Profile (Under Development)

Candidates can effortlessly promote their profiles or resumes on our job application platform, allowing recruiters to easily discover and connect with them instantly.

How we Work With Candidate

Welcome to AJOBMAN - Where Opportunities Meet Ambition

At AJOBMAN, our commitment is to empower candidates on their journey to meaningful and fulfilling careers. Here's a step-by-step guide on how we collaborate with candidates to turn aspirations into achievements:



Our Work Process With Candidate

❖ Require Candidate Detail for Ajobman Resume

- 👍 Personal Information
- 👍 Educational Information
- 👍 Experience Details
- 👍 Professional Details
- 👍 Family Details
- 👍 Project Details
- 👍 Required Document List



Personal Information

Self Details

- 1) Name Aaral Shah
- 2) Date of Birth 16 Dec 2001
- 3) Phone Number +91 82382 38244
- 4) Email ID Info.ajobman@gmail.com
- 5) Native Place Bhavnagar
- 6) Mother Tongue Gujarati
- 7) Hobbies Traveling, Reading
- 8) Gender Male Female
- 9) Employment Status Fresher
 Experienced
 Self-Employed
- 10) Marital Status Married
 Unmarried
 Separated

Location (Current)

- 11) Address 1 Shop No 401
- 12) Address 2 Sankalp plaza, SP Ringroad
- 13) Landmark Opp Parik Hospital
- 14) Area Nikol
- 15) City Ahmedabad
- 16) State Gujarat
- 17) Pin code 382350

Location (Permanent)

- 18) Address 1 Shop No 401
- 19) Address 2 Sankalp plaza, SP Ringroad
- 20) Landmark Opp Parik Hospital
- 22) Area Nikol
- 23) City Ahmedabad
- 24) State Gujarat
- 25) Pin code 382350

Education Information

SSC

26) School Name	Milan Shah
27) Percentage	82.75%
28) Year of Passing	2017
29) City	Mumbai
30) Duration	1 Year

HSC

31) School Name	R.N. School
32) Percentage	82.75%
33) Year of Passing	2019
34) City	Mumbai
35) Duration	1 Year

Graduation/Diploma

36) University Name	Stream University
37) Percentage	82.75%
38) Year of Passing	2022
39) City	Mumbai
40) Duration	3 Year

Post Graduation

41) University Name	Stream University
42) Percentage	82.75%
43) Year of Passing	2023
44) City	Mumbai
45) Duration	1 Year

Other Qualification

46) Course Name	Data Analysis
47) Institute Name	Green Tech Institute
48) Percentage	82.75%
49) Year of passing	2023
50) Duration	1 Year

51) 2 nd Course Name	Data Analysis
52) Institute Name	Green Tech Institute
53) Percentage	82.75%
54) Year of passing	2023
55) Duration	1 Year

Family Details

Father

- 56) Father's Name Bhupesh Shah
- 57) Age 58
- 58) Mobile no. +91 8238238244
- 59) Remarks (optional)
- 60) Father Occupation Self Employed
 Businessman
 Unemployed
 Retired
 Government Job
 Services

Mother

- 61) Mother's Name Bhanu Shah
- 62) Age 58
- 63) Mobile no. +91 8238238244
- 64) Remarks (optional)
- 65) Mother Occupation Self Employed
 Businessman
 Unemployed
 Retired
 Government Job
 Services

Brother 1

- 66) Brother's Name Bhupesh Shah
- 67) Age 58
- 68) Mobile no. +91 8238238244
- 69) Remarks (optional)
- 70) Brother Occupation Self Employed
 Businessman
 Unemployed
 Study
 Government Job
 Services

Sister 1

- 71) Sister's Name Bhupesh Shah
- 72) Age 58
- 73) Mobile no. +91 8238238244
- 74) Remarks (optional)
- 75) Sister Occupation Self Employed
 Businessman
 Unemployed
 Study
 Government Job
 Services

Family Details (If Applicable)

Husband

- 76) Husband's Name Bhupesh Shah
- 77) Age 58
- 78) Mobile no. +91 8238238244
- 79) Remarks (optional)
- 80) Father Occupation Self Employed
 Businessman
 Unemployed
 Study
 Government Job
 Services

Brother 2

- 81) Brother's Name Bhupesh Shah
- 82) Age 58
- 83) Mobile no. +91 8238238244
- 84) Remarks (optional)
- 85) Brother Occupation Self Employed
 Businessman
 Unemployed
 Study
 Government Job
 Services

Wife

- 86) Wife's Name Bhupesh Shah
- 87) Age 58
- 88) Mobile no. +91 8238238244
- 89) Remarks (optional)
- 90) Wife Occupation Self Employed
 Businessman
 Unemployed
 Study
 Government Job
 Services

Sister 2

- 91) Sister's Name Bhupesh Shah
- 92) Age 58
- 93) Mobile no. +91 8238238244
- 94) Remarks (optional)
- 95) Sister Occupation Self Employed
 Businessman
 Unemployed
 Study
 Government Job
 Services

Professional Details

96) Total Experience	5 Year
97) Relevant Experience	4 Year
98) Notice Period	35 Days

Current Company

99) Current Company Name	ABC Private Limited
100) Designation	Data Analytics
101) Work Period	1.5 Year
102) Current CTC	3.5L
103) Company Staff	130+
104) Company Address	15, Scotland
105) Reason For Change	Learn New

Previous Company

106) Previous Company Name	ABC Private Limited
107) Designation	Data Analytics
108) Work Period	1.5 Year
109) Last CTC	3.5L
110) Company Staff	130+
111) Company Address	15, Scotland
112) Reason For Change	Learn New

Internship (Project 01)

113) Number of Project	2
114) Title of Project	Software Design
115) Software Used	Figma, Photoshop, etc.
116) Familiar Software	AI, PS, Adobe XD, Figma
117) Language Used	Java, React, C++
118) Time of Project	3 Months

Internship (Project 02)

119) Number of Project	2
120) Title of Project	Software Design
121) Software Used	Figma, Photoshop, etc.
122) Familiar Software	AI, PS, Adobe XD, Figma
123) Language Used	Java, React, C++
124) Time of Project	3 Months

Interested Position's

- Research and Development
- Data Analyst
- UI-UX Designer
- Mobile App Tester
- Android Developer
- Android Developer(TL)
- PHP/Laravel
- PHP/Laravel((TL)
- Video Editor (Graphics)
- Server Admin(Manager)
- HR Manager
- Assistant-HR
- Web Designer
- Tele Caller
- Business Analyst
- Hardware & Software
- Content Writer
- Customer Resource
- Admin Executive
- House Keeping
- Talent Acquisition Officer

Required Document

Upload Document List

KYC Details

- Aadhar Card [Required]
- Pan Card
- GST Number
- PF Number
- Passport
- Driving License
- Video KYC[Required]

Qualification

- Achievement
- Experience Document
- CV / Resume

General Questions

- 125) What is your living location?
- 126) What is your Preferred location?
- 127) Are you willing to relocate?
- 128) Are you able to work under pressure?
- 129) Can you able to manage a Team?
- 130) Do you have your own system at your home?
- 131) Is Money important in your life or not?
- 132) Why should we hire you?
- 133) Why do you want to join this company?
- 134) What can you bring to the money?
- 135) What is your Greatest professional Achievement?
- 136) Tell me about a challenge or conflict you've faced at work, and how you deal with it?
- 137) Tell me about a time you demonstrated leadership skills?
- 138) What's a time you disagreed with a decision that was made at work?
- 139) Tell me about a time you made a mistake?
- 140) What do you like least about your job?
- 141) What are you looking for in a new position?
- 142) What type of work environment you prefer?
- 143) What is your working style?
- 144) What is your management style?
- 145) How would your boss & co-workers describe you?
- 146) What do you like to do outside of work?
- 147) How do you prioritize your work?
- 148) What are you passionate about?
- 149) Who Motivates you?
- 150) Whom do you think about a best idler for you?
- 151) How do you like to be managed?
- 152) Do you consider yourself as successful?
- 153) What is your dream Job?
- 154) Are you being interviewed by another companies?
- 155) Describe me about big failure in your life and how did you handle it?
- 156) Tell me about the toughest decision you had to make in the last six month?
- 157) Do you avail for TDS Payment?
- 158) Do you fill IT Return on every year?
- 159) Do you have PF number?
- 160) Do you have UAN number?
- 161) Do you have your bank account?
- 162) Do you have Aadhar card?
- 163) Do you have PAN Card?
- 164) Do you have ESIC Details?
- 165) Do you have your Last 3 month salary slip?
- 166) What is your blood group?
- 167) Do you have any serious medical issues?
- 168) Do you and your family is engaged in anykind of criminal offence?
- 169) Explain difference between hardwork and smartwork.
- 170) Describe your time management skill.
- 171) How do you deal with feedback criticism?

General Questions

- 172) What is your expertise apart from your profession. If can be personal?
- 173) Describe me about your strengths and weakness?
- 174) Tell me about your future goal?
- 175) Where you will see yourself after 5 years?
- 176) Do you want to run your own business?
- 177) Which attract you in this company?
- 178) Do you comfortable with 1 month of notice period?
- 179) Do you comfortable if your performance will not be good enough then will we fire you?
- 180) If you get more salary with other company in few months after joining to our company then what will you do?
- 181) What is your career goal?
- 182) If you are selected then how long you can be with our company?
- 183) If you don't get your expected salary then what will you do?
- 184) If you can join then why you can join us, if you don't get your expected salary?
- 185) How will you contribute to Company's growth?
- 186) Can you Co-ordinate with other team members/colleagues to work productive?
- 187) Do you work for salary or for passion?
- 188) Are you comfortable in sitting Infront of PC for continuous long hours?
- 189) Do you have any extra Talent?
- 190) What are the other works that you are interested in?
- 191) Can you work Honestly?
- 192) Are you Comfortable with bond?
- 193) Do you have any questions?
- 194) Games which one you most like.
- 195) Activities which one can Relax you.
- 196) Your Hobbies
- 197) Goal of Employment
- 198) Earning Goal
- 199) Biggest Failure
- 200) Biggest Achievement
- 201) Interested to Improve Skills
- 202) Are you able to work in under pressure ?

Technical Questions

(This is Example Question it's Asked on basis of your Designation)

Android Developer

- 203) What is Android?
- 204) What is the Android Architecture?
- 205) Describe the Android frame work?
- 206) What is google Android SDK?Which are the tools placed in Android SDK.
- 207) What is the use of bundle in Android?
- 208) Explain different launch modes in android?
- 209) What are the different phases of the activity life cycle?
- 210) What are the drawbacks of Android?
- 211) What is ADB?
- 212) What is a fragment?
- 213) What is a portable Wi-Fi hotspot?
- 214) Who is founder of Android?
- 215) What are the code names of android?
- 216) Does android support other languages than JAVA?
- 217) Explain the use of bundle in android?
- 218) What are the various data types available in kotlin?
- 219) Explain the concept of null safety in kotlin?
- 220) Differentiate between kotlin and JAVA?
- 221) What are the data classes in kotlin?
- 222) How can you concatenate two strings in kotlin?
- 223) What are the advantages of kotlin over java?
- 224) Explain suspend function in the context of kotlin?
- 225) Please provide me your application link, which is live at play store?

Software/Skills Used

- | | |
|--|---|
| <input type="checkbox"/> Java | <input type="checkbox"/> BlockCanary |
| <input type="checkbox"/> Kotlin | <input type="checkbox"/> AVD Manager |
| <input type="checkbox"/> C++ | <input type="checkbox"/> Firebase |
| <input type="checkbox"/> Python | <input type="checkbox"/> Vysor |
| <input type="checkbox"/> HTML | <input type="checkbox"/> Android Debug Bridge |
| <input type="checkbox"/> CSS | <input type="checkbox"/> Nimble Droid |
| <input type="checkbox"/> SQL | <input type="checkbox"/> RAD Studio |
| <input type="checkbox"/> Javascript | <input type="checkbox"/> Any other |
| <input type="checkbox"/> Dart | |
| <input type="checkbox"/> C# | |
| <input type="checkbox"/> Any Other | |
| <input type="checkbox"/> Android Studio | |
| <input type="checkbox"/> AIDE | |
| <input type="checkbox"/> Stetho | |
| <input type="checkbox"/> Gradle | |
| <input type="checkbox"/> SQL | |
| <input type="checkbox"/> Android | |
| <input type="checkbox"/> Asset Studio | |
| <input type="checkbox"/> Leak Canary | |
| <input type="checkbox"/> IntelliJ Tree | |
| <input type="checkbox"/> Source Tree | |
| <input type="checkbox"/> Unity 3D | |
| <input type="checkbox"/> Gamedmaker:Studio | |

CURRICULUM VITAE

DWIPAK KUMAR PAIKARAY

AT-DEULI PATTANA, PO-OLASINGH

PS-JANKIA, DIST-KHURDA

PIN-752020, (ODISHA)

Contact No: 91 - 8658834956, 9040600285

E-mail: deepak.8.paikaray@gmail.com , dwipak0paikaray@gmail.com



CAREER OBJECTIVES

To work will full strength in dynamic organization which provides new challenge that help to add value to the organizations and the individuals. Seeking a challenging career to value on time performance, where I can enhance my working skills, strength and experience which helps achieving target

ACADEMIC QUALIFICATION

DEGREE	BOARD/UNIVERSITY	NAME OF THE INSTITUTE	YEAR
B.com	Utkal University	BRAHMAN JHARLO MAHAVIDYALAYA, RAIPUR	2012
+2 Arts.	C.H.S.E	K.B.D.A.V COLLEGE	2002
Matriculation	H.S.C	DASARATHI HIGHSCHOOL	2000

COMPUTER PROFICIENCY

Operating System	:	Windows-2007, XP, VISTA
Application Software	:	Ms Office (Ms Word), Spread Sheet, (Ms Excel), PowerPoint, Internet Web browsers)
Accounting Package	:	Tally 7.2, VAT, EXCISE, ERP9 profit from NIPET computer education.

NATURE OF WORK

- ❖ Maintain manual / computerized CASH / BANK BOOK, PARTY LEDGER, prepare Financial Reports.
- ❖ Handle Direct & Indirect Tax Work.

ALBERT MICHAELS

MARKETING MANAGER

EDUCATION

LOREM IPSUM

School Name. Lorem ipsum dolor sit amet, consectetur adipiscing elit. Phasellus at lacinia lacus. In hac habitasse platea dictumst.

LOREM IPSUM

School Name. Lorem ipsum dolor sit amet, consectetur adipiscing elit. Phasellus at lacinia lacus. In hac habitasse platea dictumst.

WORK EXPERIENCE

LOREM IPSUM

Position. Company Name. Lorem ipsum dolor sit amet, consectetur adipiscing elit. Phasellus at lacinia lacus. In hac habitasse platea dictums

LOREM IPSUM

Position. Company Name. Lorem ipsum dolor sit amet, consectetur adipiscing elit. Phasellus at lacinia lacus. In hac habitasse platea dictumst.

LOREM IPSUM

Position. Company Name. Lorem ipsum dolor sit amet, consectetur adipiscing elit. Phasellus at lacinia lacus. In hac habitasse platea dictumst.

CONTACT

Year, Month/Date

Your City, Country

123 - 456 -78

youremail@domain.com

**Personal Details :-**

Date of Birth : 27 Jun 1994
Marital Status: Single
Nationality: India

Skills**Hobbies**

- Playing Cricket
- Gaming
- Internet Surfing
- Travelling

LANGUAGE Read Write Speak

English	●	●	●
Hindi	●	●	●
Gujarati	●	●	●
Marathi	●	●	●

Social Media Links

FB <https://www.facebook.com/>
Insta <https://www.instagram.com/>
Twitter <https://twitter.com/>
LinkedIn <https://in.linkedin.com/>
You Tube <https://www.youtube.com/>

Scan & View**Self Declaration**

I declare that if any addition or alternations are carried out after the submission of the agreement then the same would be conveyed to the company's representative immediately. agreement is valid subject to the correctness of information filled in by you. In case of any discrepancy the agreement would become void and the company would not be liable.

Signature of Candidate

Sunil Panwar

HOD Sales

📞 91 1212121212

✉ Panwarsunil@gmail.com

📍 3 Maharana Pratap Marg,

Nr. Amar Jawan Atirajpur Indore

About Me

I Was Consistently recruiting excellent sta, Maintaining a smooth onboarding process. I will improve employee engagement, and build strategic talent resources plans. generate giving helpful and engaging presentations.

Expertise



Education

Secondary School Certificate Board of secondary education, madhya pradesh(In Mar 2010 with pass in first division)	
Higher Secondary School Certificate Board of secondary education, madhya pradesh(In Mar 2012 with pass in first division)	
Bachelor Of technology Mechanical Bhagwant University (In Jun 2016 with 1 st Division)	
Master Of Business Administration Marketing Management Devi Ahilya Vishwavidyalay, Indor (In 2019 with pass)	

Internship

lorem ipsum dolor sit amet Qi
maxime iligam sint hic volupstatibus
enim nisi nostrum.

Project

lorem ipsum dolor sit amet Qi
maxime iligam sint hic volupstatibus
enim nisi nostrum.

Other Certification

Course of computer concept
From Computer Education (In Feb 2021
- A GRADE)

Course of computer concept
From Computer Education (In Feb 2021
- A GRADE)

Work Experience

AJOBMAN

Nikol Road, Ahmedbad(August 2022)

Head Of The Department
Manage the sales team & Achieve the target

QFONAPP LIMITED

Nikol Road, Ahmedbad(April 2022-30 Jul
2022)

HR Manager
Manage the daily Hr Department & Perform the all responsibility like Attendance, payroll etc.

INDIA MART

Naranpura, Ahmedabad(January 2022-30
Mar 2022

Assistant Manager
Naranpura, Ahmedabad (January 2022- 30
Mar 2022)

Axis Bank

Ahrajpur, Madhya Pradesh(June 2020 -)

Assistant Manager
Naranpura, Ahmedabad (January 2022- 30
Mar 2022)

Origin Formulation Pvt.Ltd

Ahrajpur, Madhya Pradesh(February 2019
-43952)

Assistant Manager
Naranpura, Ahmedabad (January 2022- 30
Mar 2022)

Our Work Process

With Candidate

❖ Verification of Candidates

Complete the previous step. Our team will review your information, and you'll get a professionally crafted resume in 36-72 hours.

- 👍 Once your resume is ready, we'll notify you through the app, email, or WhatsApp.
- 👍 If needed, our executives may contact you to correct any misinformation. Thanks for your cooperation.
- 👍 Review your latest resume for accuracy. Confirm alignment with your submitted information. Make changes if needed. you have the opportunity to do so.

CV confirmed. Accuracy affirmed. Completion achieved. Now, onto exciting career opportunities!



Our Work Process With Candidate

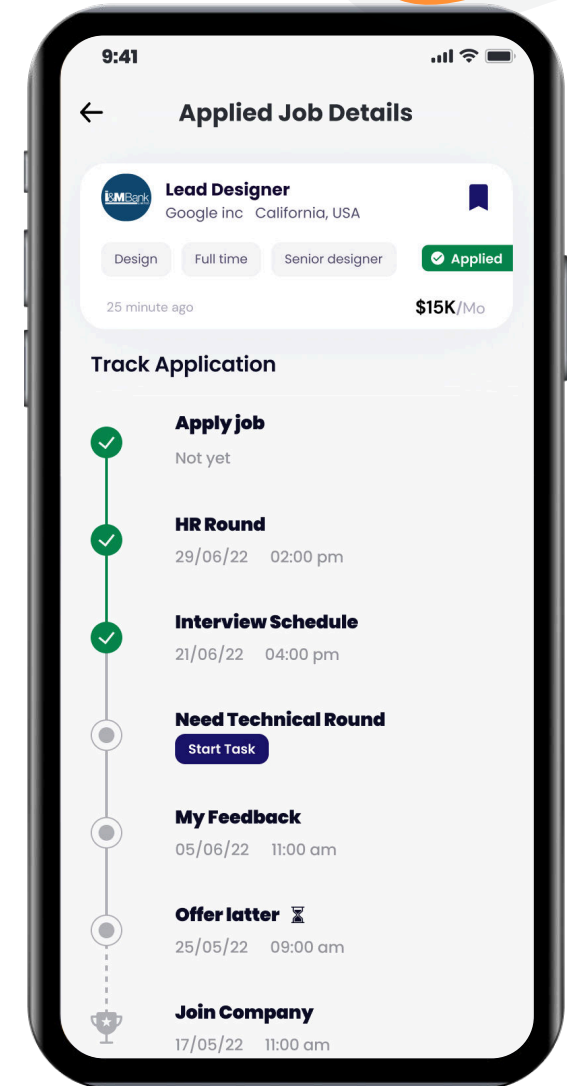
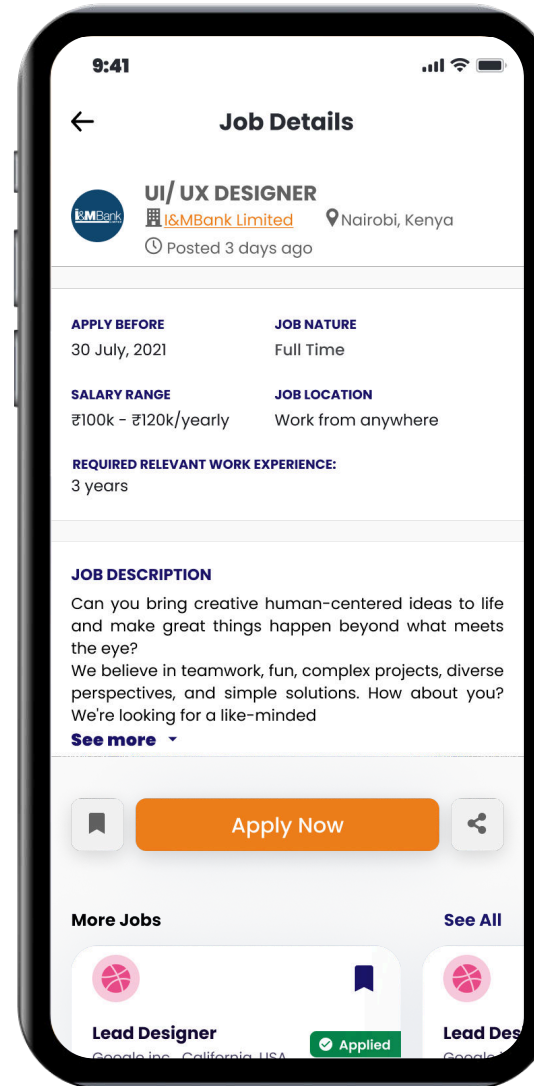
❖ Find Job - Apply & Track Application

Congratulations on completing Step 3! You're now ready to explore and apply for exciting job opportunities on our portal. Here's how you can get started:

- Click on "Find JOB" to begin your job search. Use the search and filter options to refine your results based on your specific requirements and preferences.
- We also suggest popular and recommended jobs that align with your profile. Feel free to explore these recommendations for potential matches.
- Each job listing will provide detailed information including the job title, company profile, job description, salary range, and working hours. Take your time to review and consider each opportunity.
- When you find a job that piques your interest, simply click on "Apply Now."
- By clicking "Apply Now," you express your interest in the job. We receive your application and our executive will promptly contact the respective company on your behalf.

Simultaneously, the company is automatically notified of your application through our Job Portal, and they will reach out to you directly.

We wish you the best of luck with your interviews! This step brings you one step closer to your dream job.



Our Work Process

With Candidate

◆ Candidate Plan

Sn	Plan Name	Price	Month	Benefits
1	Free	₹0.00	1/Month	<ul style="list-style-type: none">• Powerful Resume• Can Apply to Direct 01 Company
2	Regular	₹499.00	3/Month	<ul style="list-style-type: none">• Powerful Resume with 05 Multiple Theme Choice Options• Interview Training Tutorial• Can Apply to Direct 05 Company
3	Advance	₹1499.00	5/Month	<ul style="list-style-type: none">• Powerful Resume with 15 Multiple Theme Choice Options• Interview Training Tutorial• Can Apply to Direct 20 Company

* Plan Amount & Benefit Will be Changed as per Company Policy & 18% GST Will Be Applicable on Final Amount.

Our Work Process

With Candidate

◆ Promote Profile Plan

Plan	Plan Name	Details	Price
Plan 1	Basic Visibility Boost	<ul style="list-style-type: none"> Enhanced visibility with a 25% increase in profile views Special Design Detailed Powerful Resume (50% your Details will Be added). Featured placement in relevant job categories, leading to at least 75 views*. Priority in-app notifications, ensuring at least 150 recruiters view your profile monthly. 	₹499
Plan 2	Premium Profile Promotion	<ul style="list-style-type: none"> Top placement resulting in a 50% increase in profile views. Special Design 2-3 Page Detailed Advance AJobman Resume (75% your Details will Be added) Analytics on profile views and recruiter interactions, providing insights into at least 225 views. Priority in-app notifications, ensuring at least 600 recruiters view your profile. 	₹999
Plan 3	Pro Networking Package	<ul style="list-style-type: none"> Top placement resulting in a 75% increase in profile views. 01 Carrier Coaching Manager Will Be Assigned. who will Special Design 3-5 Page Premium Powerful CV with Full Details. Analytics on profile views and recruiter interactions, providing insights into at least 600 views. Priority in-app notifications, ensuring at least 1500 recruiters view your profile. Exclusive access to a networking event with recruiters, leading to direct connections with at least 05 Schedule Interview. 	₹4999

* View = Like/Share/View Details/Download CV, Connect Via Email/Whatsapp these any activity will be counted as 1 view

* Plan Amount & Benefit Will be Changed as per Company Policy & 18% GST Will Be Applicable on Final Amount.

These benefits showcase the tangible outcomes candidates can expect, including increased profile views, downloads, and connections, making each plan a valuable investment in their career growth.



Our Work Process: with Recruiter

◆ List the Process Step

Welcome to AJOBMAN - Where Hiring Excellence Begins!

Are you a recruiter seeking a hassle-free, effective way to find the best talent? Look no further! Our job portal is tailored to make your recruitment journey seamless and successful.

Our Work Process

With Company

❖ Require Company Details For Create Profile

Information

Company Name	:	AJOBMAN
Company Email	:	info@ajobman.com
About Company	:	Write About Company
Phone Number	:	+91 8238238245
Website	:	www.ajobman.com
Categories	:	Private Limited
Company Size	:	500-1000
Established Date	:	01/01/2021
Type of Industry	:	Perfectional Services

Company Team

Name	:	MR. Mehul Shah.
Designation	:	Write Designation
Profile URL	:	www.jobman.com

Address

City	:	Ahmedabad
State	:	Gujarat
Country	:	India
Postal Code	:	382350

Social Network

Network Name	:	LinkedIn, Facebook, YouTube, Instagram
URL	:	thomas@mail.com

Company Vision : Write Here

Company Mission : Write Here

Product Description : Write Here

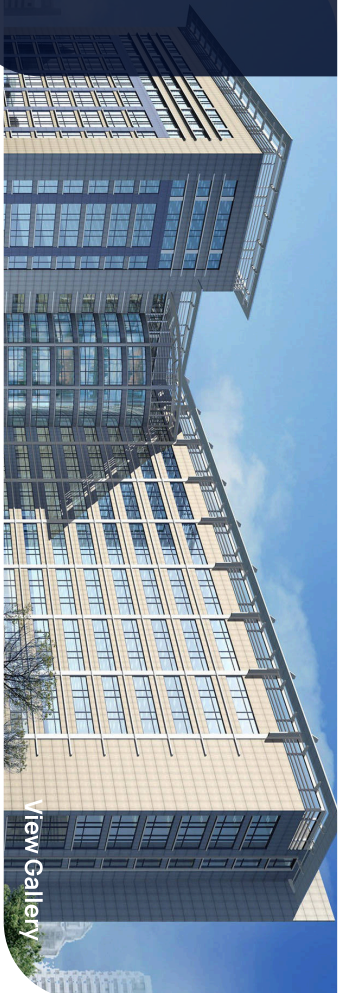
Company Policies : Write Here

Company Growth : Write Here

Company Achievements : Write Here

Required document to Upload

- **Company Adhar & Pan**
- **Owner/Recruiter Adhar & Pan**
- **Company GST & CIN**
- **Office Premises Video**



Company Name	QFONAPP Limited
Established Date	24-12-2021
Type Of Industry	Pvt.Ltd
No. Of Employees	1000-1500
Website Uri	https://qfonapp.com/
GST Number	24AAACQ07949P1ZP

About Company

QfonApp is an IT services and consulting firm that offers a range of solutions to businesses, including mobile app development, web development, digital marketing, and game app development. They help organizations understand emerging technologies and implement agile design principles. QfonApp works closely with clients, providing advice on using technology to achieve business objectives and overcome challenges. They focus on building long-term client relationships and ensuring businesses stay ahead of the competition in the ever-evolving marketplace.

Company Vision

The Company's vision is built on responsiveness, reliability, innovation, collaboration, results-orientation, proactivity, customer satisfaction, partnerships, problem-solving, supportiveness, transparency, and flexibility towards its clients and customers.

Company Mission

The Mission of QfonApp Limited is to stay at the top as the mobile app and web app development company in India that provides professional IT solutions for businesses across industries. With its wide range of services, including IT consultancy, web development, mobile development, creative design, and digital marketing and with a focus on quality and innovation, QfonApp helps businesses thrive in today's digital world.

Product Description

QfonApp Limited offers professional IT solutions tailored to your business's unique requirements, including mobile app development, web development, digital marketing, and game app development. Staying updated with the latest trends, they provide innovative solutions to help clients achieve their goals and propel their businesses forward.

Service Description

QfonApp Limited is an IT services and consulting company that offers professional IT solutions tailored to meet the unique requirements of businesses. With a team of 1000-1500 employees, they provide services such as mobile app development, web development, digital marketing, game app development, and IT consultancy. They stay updated with the latest trends and technologies to deliver innovative solutions that bring ideal outcomes for businesses. QfonApp also offers IT consultancy services to help businesses make informed decisions about their IT infrastructure and technology requirements. Their focus on building long-term client relationships ensures understanding and care for each business's unique needs.



Company's Policies

The IT company at QFONAPP is committed to a secure, efficient, and productive IT environment. They have developed several policies to ensure responsible and ethical use of technology resources. These include the Acceptable Use Policy (AUP), Information Security Policy, Bring Your Own Device (BYOD) Policy, Data Backup and Recovery Policy, Remote Access Policy, Software and Hardware Acquisition Policy, Incident Response Policy, Email and Communication Policy, Social Media Policy, and IT Asset Management Policy.



Company's Growth

QfonApp has experienced robust and sustained growth, positioning itself as a key player in the dynamic technology landscape. Its commitment to innovation, quality, and client satisfaction has fueled a remarkable expansion in both its client base and revenue streams. This growth is a testament to its dedicated team of skilled professionals, who consistently deliver cutting-edge solutions that address the evolving needs of its clients. With confidence that its strategic initiatives and ongoing investments in talent and technology will propel it even further, ensuring sustained success and value for its investors.



Company Team



Director

Umang Kotradiya



COO

Dipak Kesariya



HR

Swapnil Panwar



Company's Achievements

QfonApp has a proven track record of success, and they have completed a number of successful projects for their clients. They have developed over 100 mobile apps for clients in a variety of industries. Their apps have been downloaded over 10 million times. They have won several awards for their work, including the "Best Mobile App Development Company" award from the Indian App Developers Association.



Contact Us

✉ info@qfonapp.com ☎ +91 90231 31721



Reach Us
5th Floor, Silver Square Complex, Opp.
Dipak School, Nikol, Ahmedabad -
382350, Gujarat, India

Our Work Process With Company

❖ Require Job Detail to Add Vacancy

1. Employer's Information

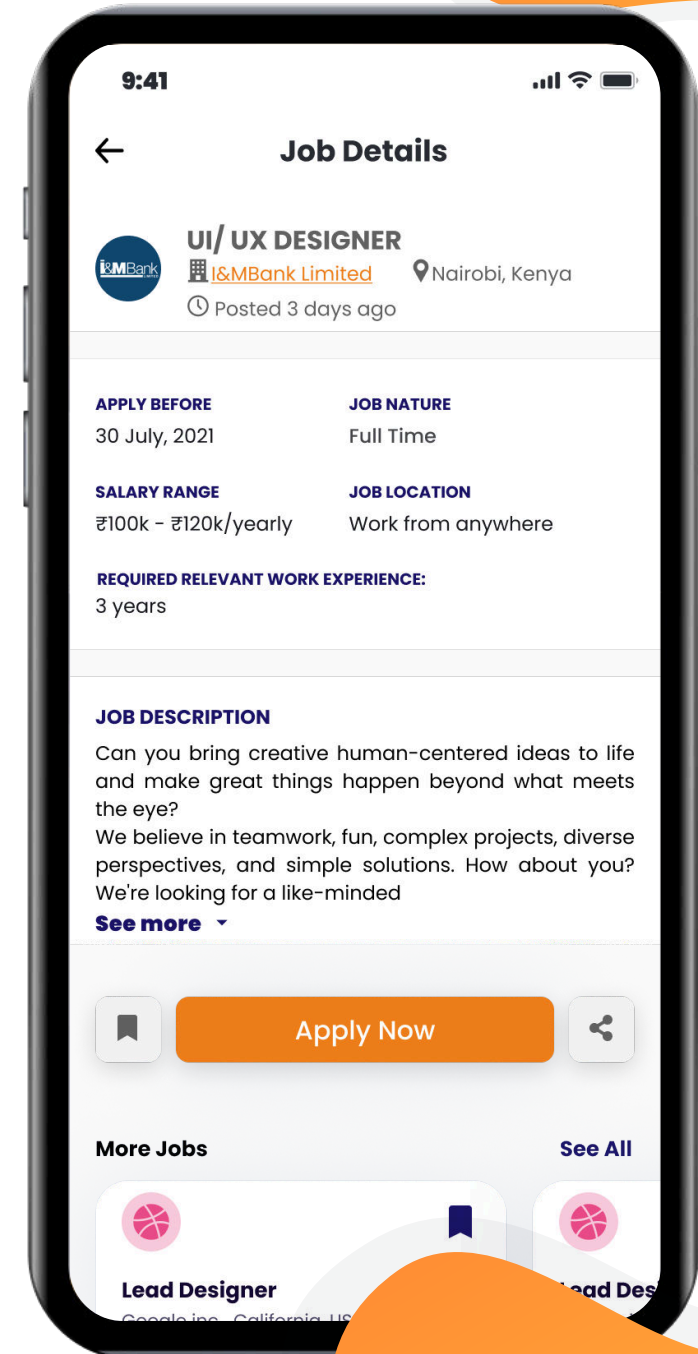
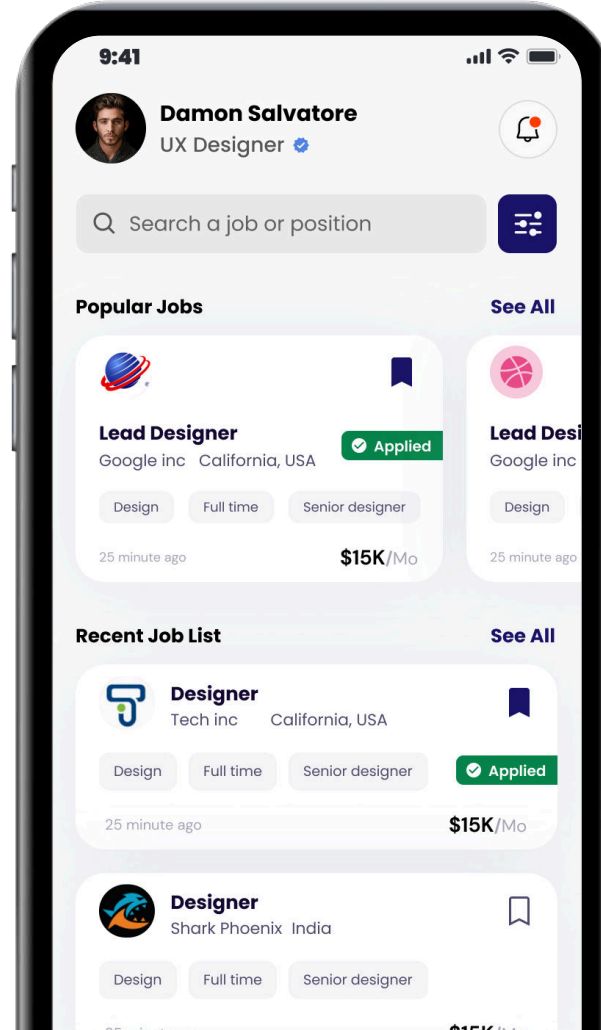
1. Job Title / Designation*
2. Employment Type*
3. Work Mode*
4. Job department

2. Job Information

5. Job description
6. Key Skills*
7. Suggested key Skill
8. Work experience (years)*
9. Annual salary range*
10. Locality*
11. Industry*
12. Role*
13. Reference code
14. Number of vacancies
15. Location *
16. Educational qualification*
17. Company name*
18. Company Website
19. Company Details*
20. Company Address

3. Company Information

21. On which email ids do you want to receive notifications of applies ?
22. How often should mails be sent ?
23. Vacancy Information by Video



Vacancy Plan Type & Price For Candidate Base Plan @8.33%

Sn	Name	Details	Job Branding	Boost on Job Search Page	Characters in Job Description	Remain Active
1	HOT-VACANCY	Advanced Job Posting	Enhance your employer branding among jobseekers by attaching photos or PPT about the job or the company. Also attach logo to highlight the job better.	Get a boost in job search. This helps more jobseekers discover your job while they are searching on Naukri.	Mention a detailed job description outlining the roles and responsibilities of the job. Use formatting to highlight major points in the job description and distinguish your job from other job postings.	30
2	For Non-Metro Cities	CLASSIFIED	Only Normal Job Discription You May add.	Display Your Job In only Classified Job List. This Helps to Discover Your Job while Candidate who visit classified Job.	Mention a simple job description outlining the roles and responsibilities of the job within 250 characters	30

Vacancy Plan Price

This will be our FUTURE PLAN , Its Under Development.

Sn	Name	Main Type	Details	Price	Offer: Flat Discount % OFF	Offer: Buy Job Postings or more
1	For All Cities	HOT-VACANCY	For every Indian cities	₹1650	10	5
2	For All Cities	CLASSIFIED	For every Indian cities	₹800	10	5
3	For Non-Metro Cities	CLASSIFIED	For all cities excluding these metro cities: Delhi/NCR(National Capital Region), Delhi, Gurgaon, Noida, Greater Noida, Ghaziabad, Faridabad, Mumbai and Mumbai Suburbs, Thane, Navi Mumbai, Pune, Chennai, Bengaluru/Bangalore, Kolkata, Hyderabad/ Secunderabad and Ahmedabad	₹400	10	5

* Vacancy Plan Amount & Benefit Will be Changed as per Company Policy

Our Work Process

With Company

❖ Verification of Company Profile

Our commitment to maintaining the highest standards through transparency in our profile verification procedures.

When a vacancy is added, it doesn't instantly go live; it undergoes meticulous screening by our Vacancy Experts, Here's what the process details:

👍 Company Information

👍 Company Team

👍 Address

👍 Social Network

👍 Company Adhar & Pan

👍 Owner/Recruiter Adhar & Pan

👍 Company GST & CIN

👍 Office Premises Video

Upon successful completion of this verification process:

👍 Your job post will be published on our AJOBMAN Job Portal, ensuring maximum visibility to potential candidates.

👍 You will gain access to our Recruiter Panel with its detailed features, empowering you in the recruitment process.

This thorough verification process ensures that every vacancy and company profile on our platform meets the highest standards of quality and accuracy, providing candidates with trustworthy and valuable opportunities

Our Work Process With Company

❖ **Company Plan** **Plan A: CV Base**

In this plan, you'll have access 10 Resume Free and then after Rs.1000 will be charged per Resume to an array of features within our Recruiter Panel, including:

- ❖ Dashboard
- ❖ Search Candidate
- ❖ Add Vacancy
- ❖ Update Profile
- ❖ View Matched Candidates
- ❖ Running Employees List
- ❖ JOBDEX (CV sorting feature) Access
- ❖ Download Candidate CV
- ❖ Wallet Top-Up
- ❖ Balance & Transaction Summary



Indian's No.1 Portal Now Open For You.

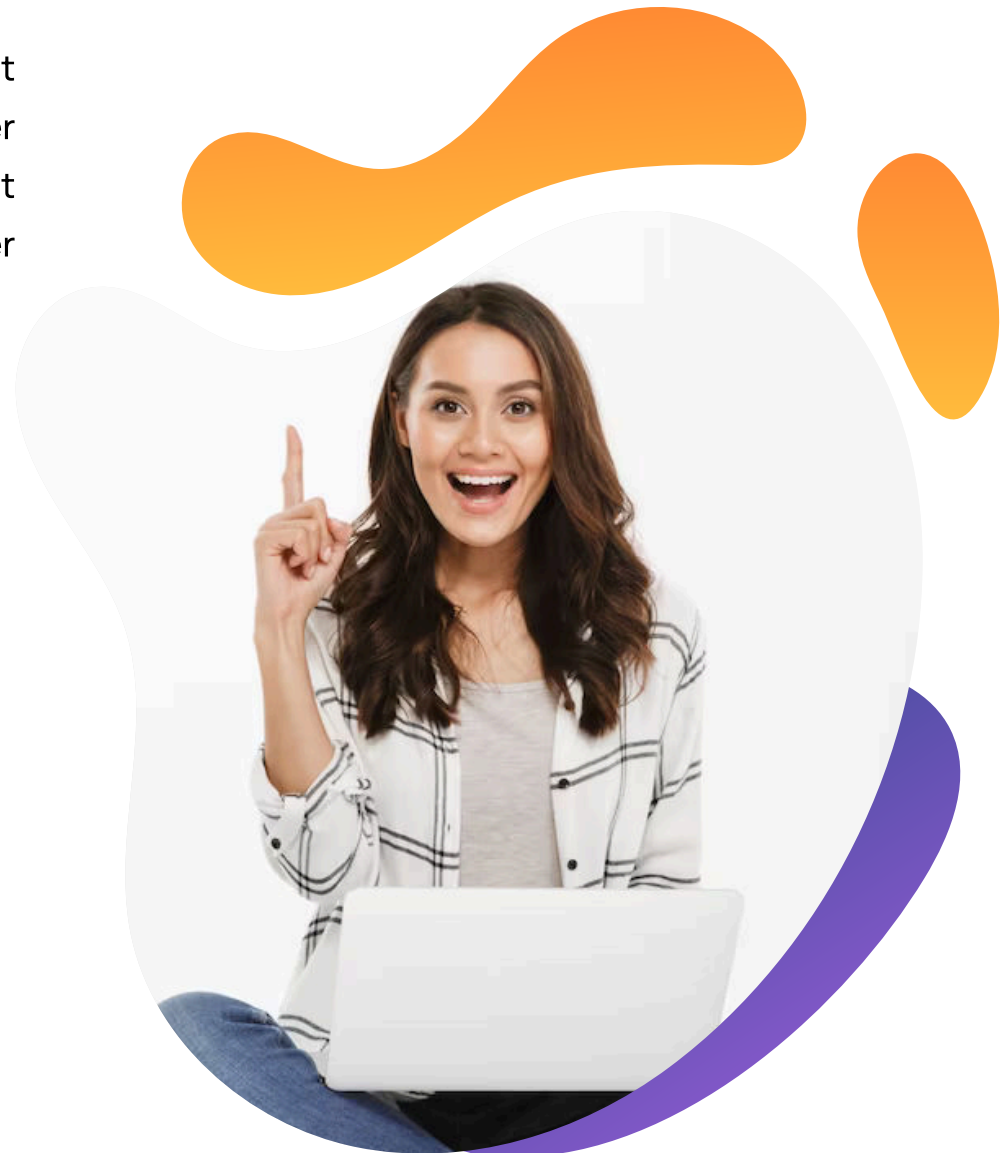
Our Work Process With Company

This will be our FUTURE PLAN , Its Under Development.

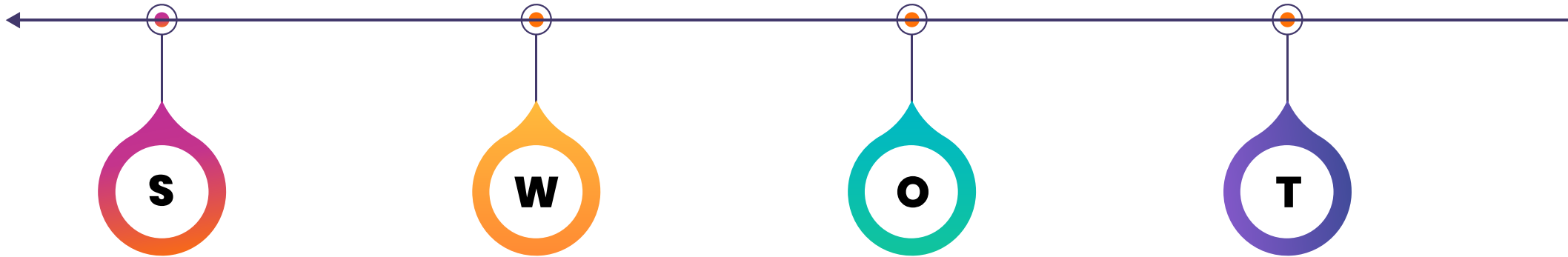
❖ Company Plan **Plan B: Candidate Base Plan @ 8.33%**

If you opt for this plan, you'll need to sign our Agreement online. Once completed, you'll gain access to a broader range of features, empowering you in the recruitment process. In These Plan You have to Pay 8.33% On per Candidate Hiring and These include:

- ❖ Dashboard
- ❖ Search Candidate
- ❖ Add Vacancy
- ❖ Update Profile
- ❖ View Matched Candidates
- ❖ Running Employees List
- ❖ View Candidate Profiles
- ❖ Schedule Interviews



The SWOT Analysis



Strengths:

- Personalized Recommendations for Candidates.
- Efficient Application Management Tools.
- Transparent Company Insights Empowering Career Resources.

Weakness:

- Platform Dependence.
- Competition in the Job Portal Industry.

Opportunities:

- Market Expansion.
- Mobile Accessibility Enhancement.
- Leveraging Data Analytics for Improved Matching.

Threats:

- Economic Downturn Impact.
- Rapid Changes in Industry Trends.

Marketing Plan

TIME TO SHOW HOW WE SALE OUR SERVICES IN MARKET



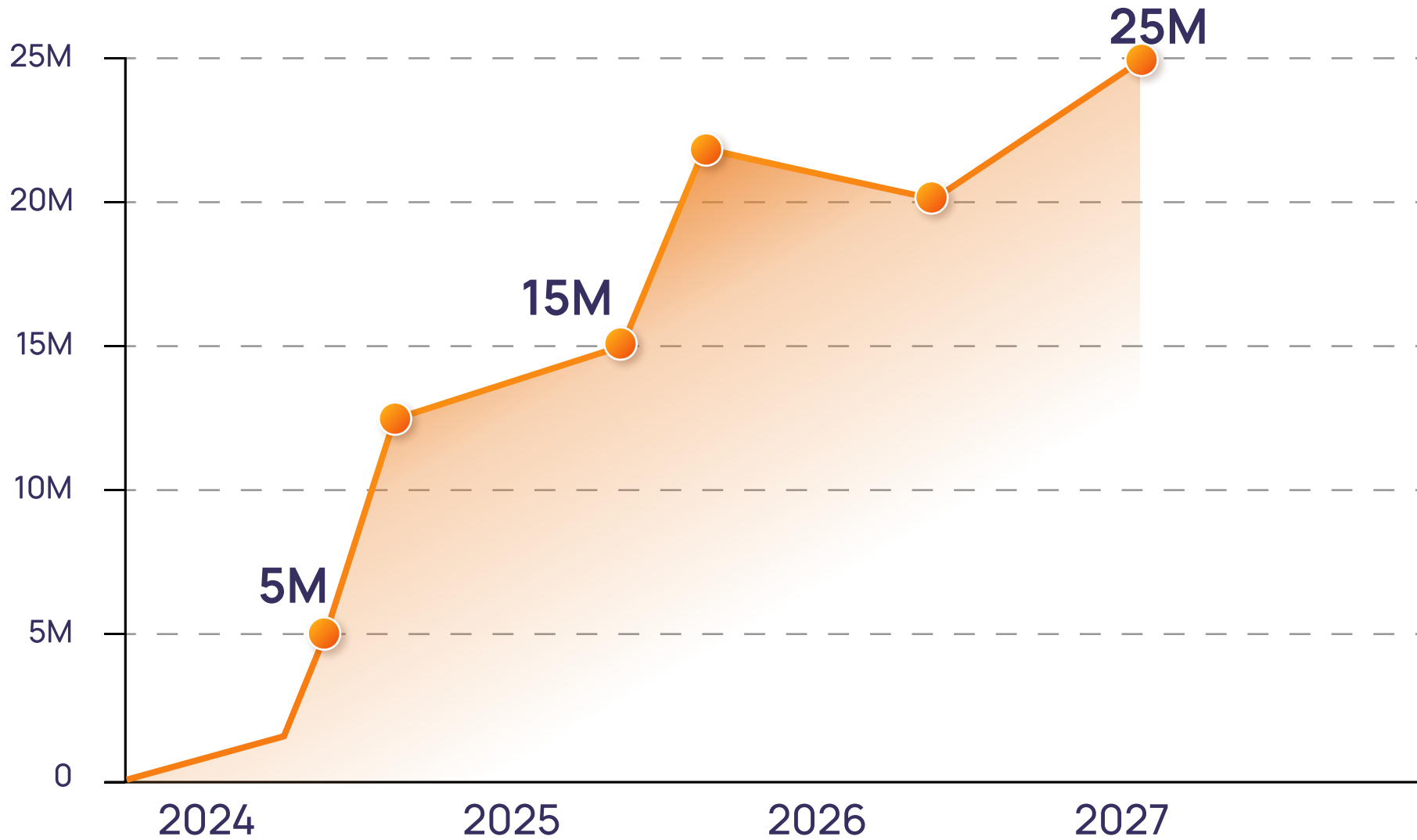
Our Target Market

As of August 28, 2023, there are a total of 1,53,48,735 active companies registered with the MCA, There are 35.7 million registered companies in India as of now and the number of employees needed by these companies in the upcoming 5 years could reach 200 million by 2028.

Source By : www.mca.gov.in



Provide more details about how the money will be spent and how this contributes to your broader goals.

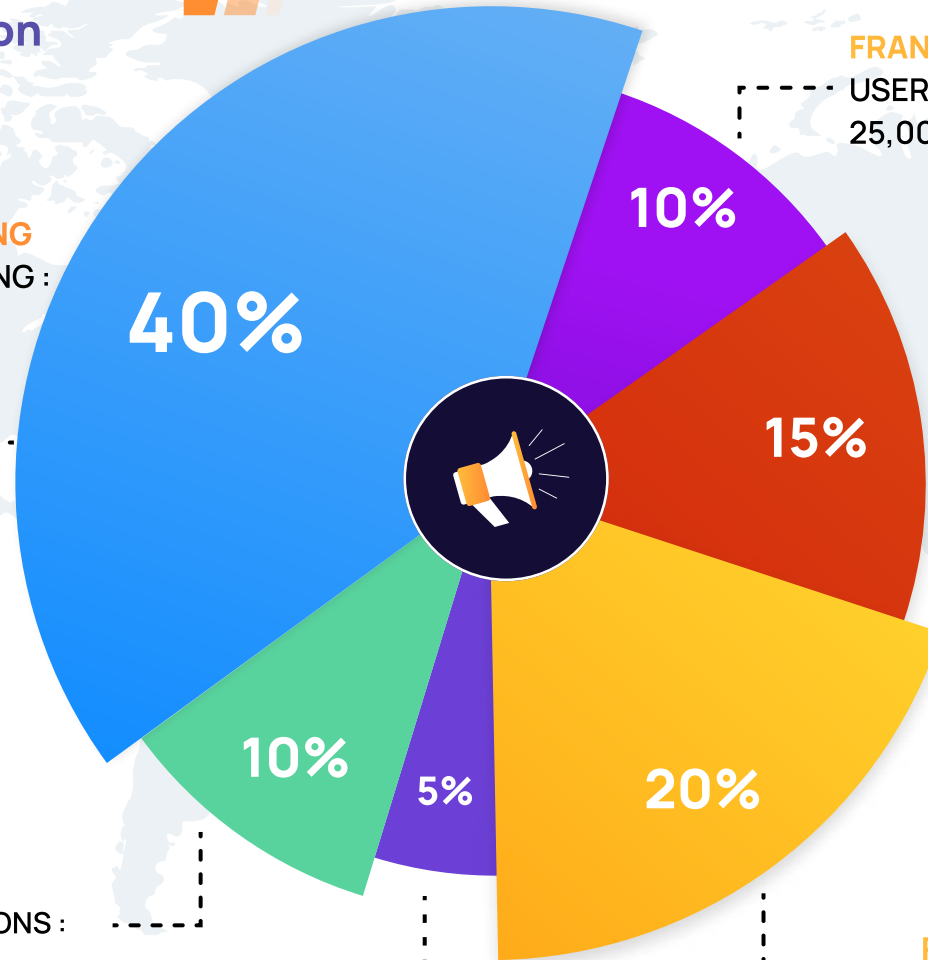


Our Marketing Plan & Approx Target User Acquisition

REFERRAL & NETWORK MARKETING
USERS FROM NETWORK MARKETING :
1,00,00,000

JOB FAIR & EXPO.
ORGANIC TRAFFIC CONVERSIONS :
25,00,000

OTHERS/UNDEFINDED
USERS ACQUIRED :
12,50,000



FRANCHISEE PROGRAM

USERS FROM FRANCHISEE PROGRAM :
25,00,000

DIGITAL & SOCIAL MEDIA MARKETING

NEW USERS ACQUIRED :
37,50,000

PRINT MEDIA MARKETING

NEW USERS REFERRED :
50,00,000

WITH A TOTAL OF 2.5 CR USER AND A WELL-BALANCED APPROACH, WE ARE PROUD OF OUR DIVERSE COMMUNITY OF CANDIDATES AND EMPLOYERS, MAKING AJOBMAN A THRIVING HUB FOR EMPLOYMENT OPPORTUNITIES.

Digital & Social Media Marketing Plan

- ✓ Goal Alignment
- ✓ Target Audience Segmentation
- ✓ Content Strategy
- ✓ Paid Advertising Strategy
- ✓ Search Engine Optimization (SEO)
- ✓ Social Media Engagement
- ✓ Influencer Partnerships
- ✓ User Feedback and Iteration
- ✓ Compliance and Ethics
- ✓ Performance Measurement and Reporting
- ✓ Platform Selection
- ✓ Content Strategy
- ✓ Posting Frequency and Timing
- ✓ User Engagement and Interaction

- ✓ Promotions and Contests
- ✓ User-Generated Content (UGC)
- ✓ Paid Advertising Strategy
- ✓ Analytics and Performance Tracking
- ✓ A/B Testing and Optimization
- ✓ Compliance and Ethics



Print Media Marketing Plan

✓ News Paper Advertisement



✓ Hordings



✓ Event Sponsorship



✓ Hand to hand leaflet



Job Fair & Expo.

Marketing Plan



Connect your Talent
With opportunities



Referral

Marketing Plan

The primary goal of our network marketing strategy is to expand our user base and drive sales conversions through strategic partnerships and collaborative efforts. Identify potential partners who align with our platform's values and target audience. Prioritize those with a strong network and influence within the job-seeking or recruitment industry. Establish a clear and transparent compensation structure for network partners. Define commission rates, bonuses, and incentives to motivate and reward successful referrals and conversions.

Compensation Structure:

Referral Bonus	
Type	Amount/As per
On Refer Candidate	₹35 - ₹122 Avg per Candidate
On Refer Company	₹250 - ₹2750 Avg per Company

Rewards Bonus On CV Download	
Type	Amount/As per
On Referral CV	₹250 As per Paid Download of CV
By Referral Company	₹250 As Per Paid Download CV

Referral Marketing Plan

Recognize and reward top-performing network partners through incentives, bonuses, and special recognition programs. This fosters a competitive spirit and encourages continued efforts in driving sales.

Refer Candidate & Get

Bonus Based on Qualification			Bonus Based On Experience				Approx. Total Bonus	
Regular	Bonus*	Total	Years	Regular	Bonus*	Total		
10th Pass	₹ 05.00	₹ 20.00	₹ 25.00	0-1	₹ 2.00	₹ 8.00	₹ 10.00	₹35 to ₹122 Per Referral CV
12th Pass	₹ 07.00	₹ 28.00	₹ 35.00	1-2	₹ 3.00	₹ 12.00	₹ 15.00	
Diploma / Degree / C	₹ 10.00	₹ 40.00	₹ 50.00	2-3	₹ 4.00	₹ 16.00	₹ 20.00	
Graduate	₹ 12.50	₹ 50.00	₹ 62.50	3-4	₹ 5.00	₹ 20.00	₹ 25.00	
Master	₹ 15.00	₹ 60.00	₹ 75.00	4-5	₹ 6.00	₹ 24.00	₹ 30.00	
Phd / Doctorate	₹17.50	₹70.00	₹87.50	5+	₹7.00	₹28.00	₹35.00	

* Bonus Will Be Valid till March 2024

Suppose you refer Any Candidate Direct who have PhD/Doctorate Degree & 5 + years of experience.

Candidate Bonus		Rate
For Qualification	PHD/Doctorate	₹87.50
For Experience	5+ Year Experience	₹35.00
Your Total Earning will be		₹122.00

Referral Marketing Plan

**Candidate Bonus Will Be Distributed after Below 5 Stage
Successfully Completed BY Your Referral Candidates**



Sign Up >>

Download App &
Complete Registration
with WhatsApp OTP
Verification.



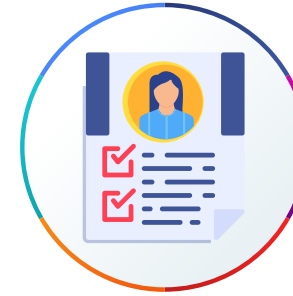
Update Profile >>

Fill Up the Complete
Details About Your
Personal Information,
Address, Qualification,
Skill And Experience.



Verify KYC >>

Upload Your PAN, Aadhar,
Qualification Certificate,
CV & Self Introduction
Video.



Confirm Resume >>

After All Above Details
Confirmation You will
Receive Notification
about AJOBMAN CV Visit
it & Confirm Details.



Profile Approved

Congratulations! Your
profile has been
successfully verified by
the AJOBMAN Team. You
can view your resume/CV
attached Link.

Referral Marketing Plan

Compensation Structure : For Candidate

Suppose any Other From Your Downline Refer Same Candidate then Your Earning Will be as per Level Like...

Level	Bonus %	Bonus
01	30%	₹ 36.60
02	15%	₹ 18.30
03	10%	₹ 12.20
04	10%	₹ 12.20
05	10%	₹ 12.20
06	5%	₹ 6.10
07	5%	₹ 6.10
08	5%	₹ 6.10
09	5%	₹ 6.10
10	5%	₹ 6.10
		₹122.00

Suppose Your Downline will be Grow as per given Approx Rasio Your Earning will be Like

Team	Growth	Earning	Gross Earning
50	10	₹ 1,830	₹ 1,830
500	09	₹ 9,150	₹ 10,980
4500	08	₹ 54,900	₹ 65,880
36000	07	₹ 4,39,200	₹ 5,05,080
252000	06	₹ 30,74,400	₹ 35,79,480
1512000	05	₹ 92,23,200	₹ 1,28,02,680
7560000	04	₹ 4,61,16,000	₹ 5,89,18,680
30240000	03	₹ 18,44,64,000	₹ 24,33,82,680
90720000	02	₹ 55,33,92,000	₹ 79,67,74,680
181440000	01	₹ 1,10,67,84,000	₹ 1,90,35,58,680
311,765,050		₹ 1,90,35,58,680	
₹ 31.17 Cr Approx.		₹ 190.35 Cr Approx.	

Referral Marketing Plan

Refer Company & Get

Bonus Based on Company Type			Bonus Based On Download CV				Approx. Total Bonus	
Regular	Bonus*	Total	Regular	X CV	Total			
IT	₹ 100.00	₹ 150.00	₹ 250.00	Each Comapny Approx Download 10 CV	₹ 250.00	X 10	₹ 2500.00	₹250 to ₹2750 Per Referral Company
Non IT	₹ 100.00	₹ 150.00	₹ 250.00					
Others	₹ 100.00	₹ 150.00	₹ 250.00					

* Bonus Will Be Valid till March 2024

Suppose you refer Any IT Company Direct and who will Download Approx. 10 Paid CV From AJobMan Portal.

Company Bonus		Rate
For Type	IT	₹250.00
For Download CV	Approx. 10cv X Rs.₹250	₹2500.00
Your Total Earning will be		₹2750.00

Referral Marketing Plan

Company Bonus Will Be Distributed after Below 5 Stage
Successfully Completed BY Your Referral Company



Sign Up >>

Visit Our website & Complete Registration with WhatsApp OTP Verification.



Update Profile >>

Fill Up the Complete Details About Company Information, Address, Vision Mission, HR & Owner Details.



Sign Agreement >>

Upload Company's GST PAN/CIN, Owner/Auth Person Pan & Video, Selfie along with GST Number Company Name at Office Premises and Complete Agreement Sign & Submit



Add Vacancy >>

Company will add 1st Job Vacancy details as per Their Requirements and it will be also approved By AJobMan Admin Executive .



Confirm Approval

After All Above Details Confirmation You will Receive Notification about Recruiter Profile Visit it & Confirm Details WhatsApp

Referral Marketing Plan

Compensation Structure : For Company

Suppose any Other From Your Downline Refer Same Company then Your Earning Will be as per level like

Level	Bonus %	Bonus
01	30%	₹ 825
02	15%	₹ 412.50
03	10%	₹ 275
04	10%	₹ 275
05	10%	₹ 275
06	5%	₹ 137.50
07	5%	₹ 137.50
08	5%	₹ 137.50
09	5%	₹ 137.50
10	5%	₹ 137.50
		₹ 2750

Suppose Your Downline will be Grow as per given Approx Rasio Your Earning will be Like

Team	Growth	Earning	Gross Earning
10	05	₹ 8,250	₹ 8,250
50	04	₹ 20,625	₹ 28,875
200	04	₹ 55,000	₹ 83,875
800	04	₹ 2,20,000	₹ 3,03,875
3200	04	₹ 8,80,000	₹ 11,83,875
12800	04	₹ 17,60,000	₹ 29,43,875
51200	04	₹ 70,40,000	₹ 99,83,875
204800	04	₹ 2,81,60,000	₹ 3,81,43,875
819200	04	₹ 11,26,40,000	₹ 15,07,83,875
3276800	04	₹ 45,05,60,000	₹ 60,13,43,875
4,369,060		₹ 60,13,43,875	
₹ 43.69 L Approx.		₹ 60.13 Cr Approx.	

Referral Marketing Plan

- ✔ Objective
- ✔ Referral Eligibility
- ✔ Referral Process
- ✔ Incentives from candidate referral
- ✔ Incentives from Company referral
- ✔ Tracking and Attribution
- ✔ Referral Limits
- ✔ Communication and Promotion
- ✔ Transparency and Communication
- ✔ Fraud Prevention
- ✔ Compliance and Ethical Guidelines
- ✔ Program Evaluation
- ✔ Program Adjustments
- ✔ Training and Support
- ✔ Clear Communication
- ✔ Performance Tracking
- ✔ Compliance and Ethical Guidelines
- ✔ Regular Feedback and Evaluation
- ✔ Collaboration Opportunities
- ✔ Continuous Training and Development



Freemium

Marketing Plan

For Candidates :

- ✓ Access to Basic Features
- ✓ Resume Creation and Posting
- ✓ Limited Job Application Quota
- ✓ Basic Job Recommendations

For Recruiters:

- ✓ One Free Job Posting
- ✓ Access to 10 Resumes Free
- ✓ Basic Candidate Search Filters
- ✓ Limited Messaging Capabilities
- ✓ Visibility in Search Results
- ✓ Upgrade to Premium

General Policies:

- ✓ Transparency
- ✓ Fair Usage Policy
- ✓ Periodic Evaluation

Free
APPLY JOB

Free
Create
Resume

Free
Add Job
Vacancy

Free
Download
Resume

Our Office Layout



Infrastructure Cost

Operation

Office Expense

Unity Bill

Salary & Incentive

Electronics & Inventory

Repair & Maintenance

₹23 @ Per Resume
₹30 @ Per Company

Technical

Analysis

Design

Development

Server & Domain

Update & Maintain

₹26 @ Per Resume
₹100 @ Per Company

Marketing

Campaign

Allowance & Incentive

Rewards & Recognition

Promotions

Design & Distribute

₹26 @ Per Resume
₹100 @ Per Company

Total ₹75 @ Per Resume

Total ₹230 @ Per Company

Revenue Modal :

Expense For Candidate

Activity	OurCost:2024-25	Our Cost : 2025-26	Our Cost : 2026-27	Total
AJobMan Employee Seat	300 Employee	300 Employee	300 Employee	
Each One Can Daily CV	50 CV	100 CV	100 CV	
Monthly Lead CV	3.90 L CV/Month	7.80 L CV/Month	7.80 L CV/Month	
Yearly Total CV	46.80 LCV / Year	93.60 LCV / Year	93.60 L CV / Year	2.34 Cr CV
Per CV Cost	₹ 75 Per CV	₹ 75 Per CV	₹ 75 Per CV	
Undefine Extra Expense	₹ 3.00Cr	₹ 4.00Cr	₹ 5.00Cr	
Approx Net Expense / Year	₹ 35.10Cr+ ₹ 3.00Cr	₹ 70.20Cr+ ₹ 4.00Cr	₹ 70.20Cr+ ₹ 5.00Cr	₹ 187.50Cr Approx

*Note : Working Day 26 (8 Hour)

* Estimated Yearly Cost : 2024-27

Revenue Modal :

Expense For Company

Activity	Our Cost : 2024-25	Our Cost : 2025-26	Our Cost : 2026-27	Total
AJobMan Employee Seat	100 Employee	200 Employee	300 Employee	
Each One Can Daily Company	10 Company	20 Company	25 Company	
Monthly Lead Company	26,000 Company/Month	1,04,000 Company/Month	1,95,000 Company/Month	
Yearly Total Company	3.12 L Company/Year	12.48 L Company/Year	23.4 L Company/Year	39 L Total Company
Per Company Cost	₹ 230 Per Company	₹ 250 Per Company	₹ 300 Per Company	
Undefine Extra Expense	₹ 3.00Cr	₹ 4.00Cr	₹ 5.00Cr	
Approx Net Expense / Year	₹ 7.18 Cr+ ₹ 3.00Cr	₹ 31.2 Cr+ ₹ 4.00Cr	₹ 70.2 Cr+ ₹ 5.00Cr	₹120.58Cr Approx

***Note :** Working Day 26 (8 Hour)

*** Estimated Yearly Cost : 2024-27**

CV Selling Module

2024 - 2027

QNTY CV	0-10	11-999
PER CV RATE	Free	₹ 1000.00

Particulars	OurCost:2024-25	OurCost:2025-26	OurCost:2026-27
Enrol Company	3.12 L Company	15.6 L Company	39 L Company
Per company Avg. Sell	10 CV	20 CV	30 CV
Per CV Avg. Rate	₹ 1000.00	₹ 1000.00	₹ 1000.00
Per Company Avg. Collection	₹10,000	₹20,000	₹30,000
Approx Net Expense / Year	₹312.00 Cr	₹3120.00 Cr	₹11,700.00 Cr

***Note :** Working Day 26

*** Estimated Yearly Cost : 2024-27**

Yearly Expense Module :

Job Referral

Activity	Our Cost : 2024-25	Our Cost : 2025-26	Our Cost : 2026-27	Total
Total Company	3.12 L Company	15.6 L Company	39 L Company	
Each Obe Yearly Purchase	10 CV/Company	20 CV/Company	30 CV/Company	
Per CV Refaral Cost	₹ 250.00	₹ 250.00	₹ 250.00	
Total Ref Cost / Per Company	₹ 2,500.00	₹ 5,000.00	₹ 7,500.00	
Total Ref Cost	₹ 78.00 Cr	₹ 780.00 Cr	₹ 2,925.00 Cr	
Undefine Extra Expense	₹ 3.00Cr	₹ 4.00Cr	₹ 5.00Cr	
Approx Net Expense / Year	₹ 78.00Cr+ ₹ 3.00Cr	₹ 780.00Cr+ ₹ 4.00Cr	₹ 2925.00Cr+ ₹ 5.00Cr	

***Note :** Working Day 26 * Estimated Yearly Cost : 2024-27

Revenue Modal :

Net Profit

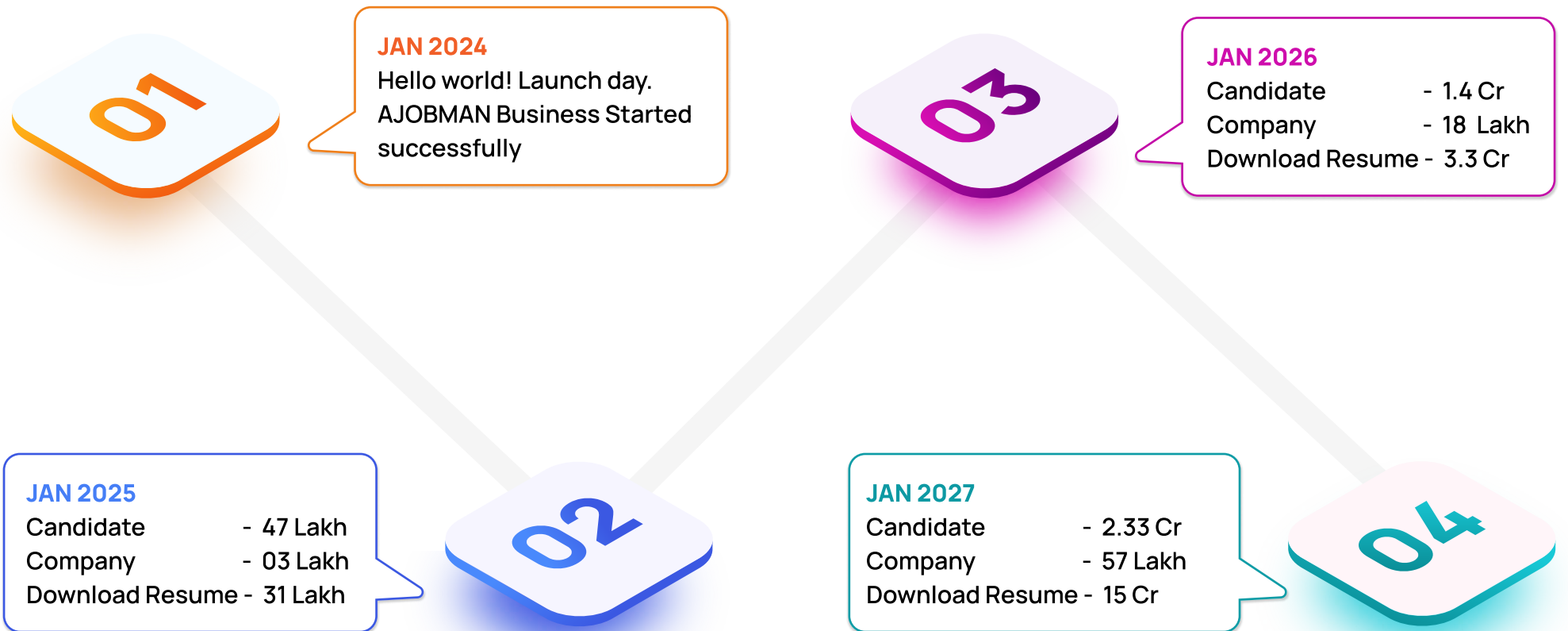
Total Income	Business Collection
Business collection For 2024-25	₹ 312.00Cr.
Business collection For 2025-26	₹3,120.00Cr.
Business collection For 2026-27	₹ 11,700.00Cr.
Total Business Collection	₹ 15,132.00Cr.

Total Expense	For Candidate	For Company	For Job
For 2024-25	₹ 38.10 Cr.	₹ 10.18 Cr.	₹ 81.00 Cr.
For 2025-26	₹ 74.20 Cr.	₹ 35.20 Cr.	₹ 787.00 Cr.
For 2026-27	₹ 75.20 Cr.	₹ 75.20 Cr.	₹ 2,930.00 Cr.
	₹ 187.50 Cr.	₹ 120.58Cr.	₹ 3,795.00 Cr.
Approx Total			₹ 4,103.08 Cr.

Net 03 Year Profit (2024-27) :

₹ 11,028.92Cr.

Milestones



Investment Opportunity

TIME TO SHOW HOW WE BECOME A BUSINESS PARTNER



Investment Opportunity

AJOBMAN is a dynamic and innovative job portal committed to revolutionizing the recruitment industry. Our platform connects job seekers with their ideal roles while assisting employers in finding the perfect candidates for their organizations. With a focus on user-centric features and cutting-edge technology, AJOBMAN is poised for rapid growth and market dominance.



Franchisee

Investment Opportunity

Return on Investment (ROI) : Franchisees can expect a ROI of approximately 25-35% within the first two years, with potential for steady growth thereafter.

Exit Policy : Franchisees have the option to sell their franchise after a minimum term of three years, subject to approval and a mutually agreed valuation process.

Established brand, local market expertise, revenue sharing, ongoing training, and marketing support.



Angel Investment Opportunity

Contribute as an angel investor to support AJOBMAN's early-stage development. Your investment will be instrumental in accelerating product innovation, user acquisition, and market penetration.

Approx. Investment : ₹10 Cr - ₹50 Cr.

Use of Funds : Angel investment will be channeled towards product development marketing efforts, user acquisition, and initial operational expenses.

Return on Investment (ROI) : Angel investors can expect attractive returns, with a projected ROI of 3-5 times their initial investment over a 3-5 year period, driven by AJOBMAN's promising growth trajectory and market potential.

Exit Policy : Angel investors have the option to exit through a secondary market sale or a strategic acquisition, subject to market conditions and board approval.

Equity ownership in a promising startup, mentorship opportunities, involvement in the entrepreneurial ecosystem, and potential for impressive ROI.





Seed Funding Investment Opportunity

Provide essential initial capital to fuel AJOBMAN's growth and expansion. This investment will be allocated towards product development, marketing, and talent acquisition.

Approx. Investment : ₹75 Cr- ₹100 Cr

Use of Funds : Seed funding will be primarily directed towards product development, technology enhancement, marketing initiatives, user acquisition, and team expansion.

Return on Investment (ROI) : Early-stage investors can anticipate a significant ROI of 5-10 times their initial investment over a period of 5-7 years, driven by the platform's exponential growth and potential market dominance.

Exit Policy : Seed investors may exit through a strategic acquisition or an Initial Public Offering (IPO), subject to market conditions and board approval.

Early-stage equity ownership, potential for high returns on investment, and active involvement in shaping the future of AJobMan.

Venture Capital Investment Opportunity

Join us in our growth phase by injecting capital to scale operations, enhance user experience, and expand our market reach. Venture capital will play a pivotal role in solidifying AJobMan's position as a market leader.

Approx. Investment : ₹100 Cr - ₹500 Cr

Use of Funds : Venture capital investment will be utilized for aggressive market expansion, advanced technology integration, user acquisition, and strengthening our position as a market leader.

Return on Investment (ROI) : Venture capitalists stand to gain substantial returns. with an anticipated ROI of 10-20 times their investment over a 5-8 year period. This will be driven by AJOBMAN's exponential growth trajectory and market dominance.

Exit Policy : VC investors may exit through a strategic acquisition, IPO, or secondary market sale, subject to market conditions and board approval.

Significant equity stake, participation in strategic decision-making, access to a high-growth industry, and potential for substantial returns.




Why Invest in AJOBMAN...?



- **Lucrative Market Opportunity** : The global recruitment industry is thriving, and AJOBMAN is poised to capture a significant share of this lucrative market.
- **Innovative Technology** : Our platform leverages advanced AI algorithms and user-centric design to deliver a seamless and efficient recruitment experience for both candidates and employers.
- **Proven Track Record** : AJOBMAN has already demonstrated impressive user acquisition and engagement metrics, showcasing the platform's potential for exponential growth.
- **Experienced Team** : Our team comprises industry experts, tech innovators, and seasoned professionals dedicated to driving AJOBMAN's success.



Important Case Study

Company	When did it start?	Who are the investors?	What is the current company valuation ?	How much profit does it earn?	In Market
	Apna Job was founded in 2019 by Nimit Parikh, an ex-Apple executive.	Apna Job has raised over \$500 million in funding from investors such as Tiger Global Management, Sequoia Capital India, Elevation Capital, and SoftBank Vision Fund 2.	Apna Job does not disclose its financial information, but it is estimated to be profitable.	Apna Job is currently valued at over \$1 billion. (Approx. ₹ 8198 Cr.)	The company has over 40 million users and over 545,000 employers.
	Naukri.com was founded in March 1997 by Indian businessman Sanjeev Bikhchandani.	Naukri.com's investors include Info Edge (India) Ltd., Sequoia Capital, Tiger Global Management, and SoftBank Vision Fund.	Naukri.com does not disclose its financial information, but it is estimated to be profitable.	Naukri.com is currently valued at over \$1.5 billion. (Approx. ₹ 12297 Cr.)	he company has over 100 million users and over 1 million employers.
	WorkIndia was founded in 2015 by Kunal Patil and Abhinav Jain.	WorkIndia's investors include BEENEXT, Xiaomi, Sequoia Capital India, Elevation Capital, and Tiger Global Management.	WorkIndia does not disclose its financial information, but it is estimated to be profitable.	WorkIndia is currently valued at over \$1 billion. (Approx. ₹ 8000 Cr.)	The company has over 50 million users and over 1 million employers.

There are three ways to partner with Ajobman:

Franchisee

Seed Funding

Venture Capital

If you are interested in partnering with AJobman, please contact us at info@ajobman.com or +919023131732
We would be happy to discuss your partnership options with you.



Conclusion

We invite you to be a part of AJOBMAN's exciting journey. Whether as a franchisee, seed investor, venture capitalist, or angel investor, your partnership will play a pivotal role in shaping the future of the recruitment industry.



For detailed investment proposals and discussions, please contact us at 9023131732.

Thank you for considering AJOBMAN as your investment opportunity.

Scan &
Download
Application



Thank
you



More information call us
+91 90231 31732



Email to know more
info@ajobman.com



Visit our website for more
www.ajobman.com



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