

Just Dial Job Calling Training – Recruiter Script cum Training Lesson

Version: Mixed Language (Hindi-English)

Objective: Convince candidate to attend interview and build confidence in the job opportunity

SECTION 1: Warm Welcome & Profile Confirmation

Script Style Dialogues:

"Hello bhaiya/didi, good morning!

Main [Recruiter Name] bol raha hoon Just Dial ki hiring team se.

Aapne WorkIndia App ke through ek job ke liye apply kiya tha na? Just confirming – bas 2 minute chahiye aapka!"

Now Confirm:

Aapki age 18–32 ke beech hai?

Qualification kya hai – 12th pass ya graduate?

Aapke paas bike ya scooter hai kya?

Purpose: Build trust & ensure eligibility.

Tip for Recruiter: Tone warm aur smile ke saath ho. Candidate ko lagna chahiye ki call professional bhi hai aur friendly bhi.

SECTION 2: Job Role Introduction (Simple & Clear)

"Bhaiya/sir, main aapko ab thoda kaam ka detail batata hoon, suniye dhyan se..."

Job Ka Role Kya Hai?

- Yeh ek **field-based marketing & sales ka role hai**.
- Aapko apne area ke shops, businesses, kirana stores, clinics, cafes etc. par visit karna hoga.
- Aapko unse baat karke Just Dial par unka listing karwana hai – यानी उनको online lana hai.

Simplify Like This:

"Matlab sir, aap business wale se baat karoge aur unhe Just Dial ka plan doge. Listing ke baad unka business online dikhega. Jaise aapne bhi Google par search kiya hoga – 'Best Salon in Jaipur', toh pehla naam Just Dial ka hi aata hai!"

Analogy:

"Aajkal sab online ho gaya hai – shopping, doctor, school, even naukri. Business wale bhi chahte hain ki unka naam online aaye – aur Just Dial wahi karta hai. Aap unka business live karwa rahe ho – samjho unki dukaan online khulwa rahe ho."

SECTION 3: Local Company vs. Just Dial – The 10 Real Differences You Must Think About

“Sir, ek kaam kariye – thoda sochiye. Aapne shayad local dukano ya chhoti companies me kaam kiya hoga. Ab sochiye ki ek professional brand like Just Dial aur ek local company me asli farak kya hota hai. Ye 10 farak aapki soch badal denge”

Local Company (Local Dukaan / Chhoti Firms)	Just Dial (Big Brand, Backed by Reliance)
1. Roz ka output demand hota hai – warna salary delay	Salary fix hoti hai. Target miss hone par bhi salary milti hai.
2. Har din ka pressure – "Kitna kaam kiya?"	Smart working system with daily leads from company – less stress.
3. Na training hoti hai, na guidance – khud seekho	Free professional training – kya bolna hai, kaise bolna hai – sab sikhaya jata hai.
4. No future growth – saal bhar wahi role, wahi salary	Promotions, incentives, aur senior roles tak ka clear growth path.
5. Kaam khatam toh nikal diye jaate ho – koi guarantee nahi	Secure job with PF, ESIC, company ID, structure, aur system.
6. Business leads khud laane padte hain	Company aapko daily hot leads provide karti hai – aapko sirf visit karna hai.
7. Local logon ka attitude – disrespect & exploitation	Respectful clients & quality business owners – professional exposure.
8. No real benefits – PF/ESIC/insurance nahi milta	PF, ESIC, health cover, and monthly incentives milte hain.
9. Interview aur job mein faaltu charges lagwa lete hain	100% Free hiring – koi paisa, brokerage, ya placement charges nahi.
10. Jab tak kaam karo tab tak yaad – baad mein koi value nahi	Ek baar team member bane toh aapko HR se lifelong support milta hai – future help included.

Local Company Sales Job – Daily Struggles	Just Dial Sales Job – Professional Growth
1. Din bhar bhaag daud, bina system ke – leads khud dhoondo	Structured work – daily leads milte hain app ke through, area allotted hota hai.
2. Kisi ko pata bhi nahi hota ki aap kaun ho – no credibility	Just Dial ka ID Card aur reputation – log aapko serious lete hain.
3. Client aapki baat sunta hi nahi – respect nahi milti	Clients aapki sunte hain kyunki aap ek national brand represent kar rahe ho.
4. Kaam ke saath insult bhi milti hai	Trained ho kar jaate ho – baat karne ka tarika aata hai, izzat milti hai.
5. Kaam ke baad bhi koi naya skill nahi aata – wahi reh jaate ho	Sales + Communication + Business Sense + Brand Dealing seekhne milta hai – lifelong use ka kaam.
6. Din bhar dhoop, dust, pareshani – aur salary uncertain	Fixed timing, planned area, company dress code, timely salary.
7. Doston aur ghar walon ke saamne job batane me sharam lagti hai	Aap kah sakte ho – “Main Reliance-backed Just Dial ke saath kaam karta hoon” – full pride.
8. Roz naye log, naye jhamele – koi real network nahi banta	Business owners, city clients, SME networks – real market connect banata hai.
9. Boss roz daanta hai – ‘Kya kiya aaj?’	Performance dashboard ke through transparent system – jisme progress dikhai deti hai.
10. Kaam karte hue lagta hai – main kahaan jaa raha hoon life mein?	Har mahine incentives, quarterly promotions – aapko lagta hai aap grow kar rahe ho.

Emotional Trigger Line (Use while calling):

“Sir, salary sirf paisa nahi hoti – ek izzat bhi hoti hai. Jab company aapki growth aur safety ka khayal rakhti hai, tabhi asli job lagti hai. Aaj aapko ek brand ke saath kaam karne ka mauka mil raha hai, jahan aapka future bhi secure hai.”

"Sochiye sir, same kaam aap dono jagah kar rahe hain – par zindagi ka experience kitna alag ho sakta hai. Ek local dukaan ya chhoti firm vs. ek national-level brand – kya farak hota hai?"

"Sir, aap wahi 8–9 ghante lagate ho kaam mein – par agar company achhi ho toh usi kaam se respect bhi milti hai, aur future bhi banta hai. Aap chahein to local dukaan ke saath fas sakte hain, ya ek national brand ke saath career bana sakte hain – decision aapka hai bhaiya."

SECTION 4: Company Impact & Just Dial Ka Brand Power

 Ab zara candidate ko Just Dial ke brand ke baare mein impress karo:

- Just Dial is **India's No.1 Local Search Engine**.
- Company is now **backed by Reliance Group**, meaning a strong & stable corporate setup.
- Over **5000+ field employees** are already working in this profile PAN India.
- Company gives **daily hot leads** to its employees – aapko business dhundhna nahi padta.

 Important Line:

"Sir, aapko lead laane ka kaam nahi hai – lead toh company degi. Aapko bas visit karke unse baat karni hai. Business wale already interested hote hain – bas unko plan samjha ke onboard karwana hota hai."

SECTION 5: Salary, Timing, Benefits – Sab Detail Me

 Timing:

"Daily kaam ka time hoga subah 9 baje se shaam 6 baje tak – Sunday off."

 Salary Structure:

"Base Salary ₹25,000 se ₹35,000 tak ho sakti hai – wo aapki performance aur incentive ke basis par hoti hai."

 Benefits:

- Fixed Salary (Target miss hone par bhi salary nahi kategi)
- Daily Company Generated Leads
- Free Training & Learning Program
- Incentives, Bonuses, Promotions
- PF, ESIC, Health Coverage
- Growth into Senior Profiles (Team Leader, City Head)

 Example to Use:

"Dekhiye bhaiya, desi dukano mein kaam karo to har din output le aao tabhi salary milti hai. Yahaan base salary fix hai, chahe kuch shops reh bhi jaayein – koi pareshani nahi. Company professional hai, local dukano jaise nahi jahan roz ke paison ka tension hota hai."

SECTION 6: Job Value & Emotional Connect

Hit the Why Factor:

“Sir, aap khud hi sochiye – aap bhi abhi WorkIndia par job search kar rahe the, tabhi to main aapko call kar paaya. Jaise aapko online se kaam mil raha hai, waise hi Just Dial dusre business walon ko business dilwata hai.”

Add This Emotional Pitch:

“Agar aap thak chuke ho local dukano ke chhoti salary aur nuksaan se, to ek baar hamare saath kaam karke dekhiye. Professional system, fix income, aur future secure.”

Smart Tip:

“Is job ka ek aur plus point hai – aap sirf kaam nahi seekhte, balki **sales, client dealing aur business knowledge** bhi gain karte ho – jo aapko lifetime kaam aayega.”

SECTION 7: WhatsApp Confirmation & Next Steps

“Agar aapko yeh job samajh aayi aur aap interested ho, toh main abhi aapko ek **WhatsApp form** bhej raha hoon – use fill karke bhej dijiye. Phir main aapka **interview confirm** karwa deta hoon.”

✓ Details to Share:

- Interview ka address (With Google Map)
- Interview Tips & FAQs
- Dress Code: Formal with grooming
- Resume (Professional ho to achha, warna existing bhi chalega)

Important Reminder:

“Interview simple hota hai – wahi baat hoti hai jo abhi humne ki. Aap confident aur smiling rehna – baaki sab main samjha dunga.”

SECTION 8: Interview Support & Resume Help

Resume Tip:

“Aapke paas agar strong resume nahi hai to main aapko ek QR wala smart resume banwane me madad kar sakti hoon – ek professional company hai jo banati hai.”

Dress & Grooming:

“Formal shirt, pant, tie belt, light perfume – bas ek professional touch hona chahiye. Company photo bhi leti hai live – isliye grooming important hai.”

Final Assurance:

“Main aapka recruiter hoon – lekin main sirf aapko interview tak nahi chhodunga. Aapko help bhi karunga – agar aage jaake aur job chahiye to bhi main hi help karunga.”

SECTION 9: Common Doubts – Clear & Straight Answers

Q. Kya yeh Consultancy hai?

✗ Bilkul nahi. Just Dial ek direct company hai. No charges, no third party.

Q. Kya Training milegi?

✓ Haan, full training milti hai – kya bolna hai, kaise bolna hai – sab kuch.

Q. Kya target pressure hoga?

⚠ Target hota hai, lekin base salary fix hai – local dukano jaisa daily pressure nahi.

Q. Kaam safe hai kya?

✓ Haan. Aap apne hi area mein visit karte ho. ID card aur system-based kaam hota hai.

SECTION 10: Final Closure Script

“To bhaiya, ab main WhatsApp pe aapko form bhej raha hoon. Usko bhar dijiye – main aapka interview fix karwa dunga.

Bas confident rehna, formal dress pehenna, aur simple baat bolna.

Aap achha karoge – main full support dunga. Any confusion ho, toh WhatsApp pe message kar dena.

Aapko company mein lekar aana mera kaam hai – aur guarantee deta hoon, aapka selection ho sakta hai.”

Summary for Recruiter (Quick Notes)

Area	Key Points
Tone	Warm, confident, supportive
Hook	Brand Power + Business Demand
Value	Fixed Salary + Lead Support + Growth
Objections	Clear & Honest Response
Follow-Up	WhatsApp + Interview Guide