babajob.com Overview

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About Babajob

Babajob connects employers & informal sector workers – maids, cooks, drivers – etc. via the web and mobile (WAP, SMS + Voice)

- A scalable, replicable, profitable solution to fight poverty by creating radical efficiency in the informal job market
- Public beta launched Sept 2007 for Bangalore.
- Nationwide launched January 2009
- 120,000 registered users (web + mobile)
- Largest digital supply of blue-collar jobs in India
 - 320,000 jobs listed and 80,000+ jobseekers
 - Adding 900 positions/day
- Expanding to Indonesia with Grameen

"Babajob seeks to bring the social networking revolution to the world's poor" - October 30, 2007
Link





Winner of 2 of 3 2009 MoMo Peer Awards in Barcelona. Link

A Story of 2 Nannies



Mary

- Edu: 5th standard
- Speaks Kannada
- Earns \$20/month
- Only knows people in slum



Jeena

- Edu: 5th standard
- Speaks Kannada
- Earns \$170/month
- Has sister who works for a rich family

A Story of 2 Nannies

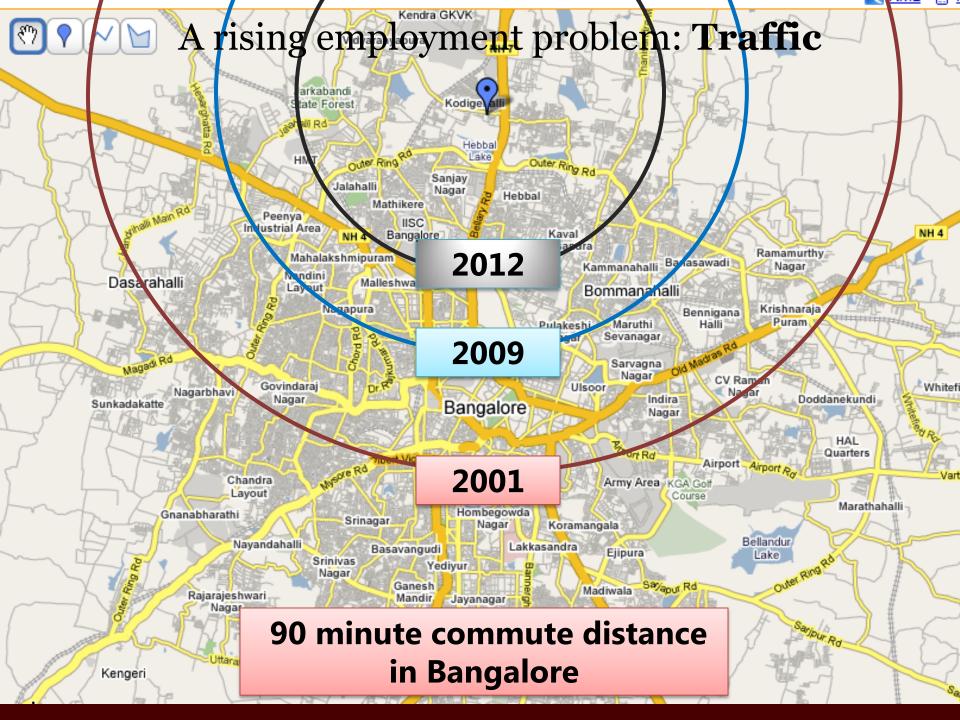




Why do some escape poverty?

Key factor - Access to better paying jobs
Historically - Social network
Going forward - Aggregate/filter jobs & seekers

See Appendix: Source: Escaping Poverty and Becoming Poor: Who Gains, Who Loses, and Why?, ANIRUDH KRISHNA, 2003 http://www.pubpol.duke.edu/krishna/documents/Krishna_Rajasthan_poverty.pdf



Size of Indian Informal Job Market

Year	growth ra	working pop (20-5	5! non-farm labor		mobile in household		% unorganized labor	
2008	2.4%	594,542,592	42%	249,707,889	50%	124,853,944	92%	114,865,629
2009	2.4%	608,811,614	43%	261,788,994	58%	151,837,617	91%	138,172,231
2010	2.4%	623,423,093	44%	274,306,161	64%	175,555,943	90%	158,000,349
2011	2.4%	638,385,247	45%	287,273,361	78%	224,073,222	89%	199,425,167
2012	2.4%	653,706,493	46%	300,704,987	83%	249,585,139	88%	219,634,922

Favorable Trends:

- Mobile penetration
- Rural-> Urban migration

 100m moved in last decade for better jobs!
- Working age population
- **1** Job changes/yr

Target seeker population

2008: 114mn

2012: 219mn

2012: 2 job searches/yr X Rs 150/search = \$1.3 bn market

Sources: TeamLease/Indicus (2007 Employability Report), McKensey – Rising Middle class in India, TRAI

What users want from a job site

Employers:

- Lots of great, reachable candidates
- Easy:
 - "Just send me someone great" – agency role
- Trustworthy
- Guaranteed
- Cheap

Job Seekers

- Access to better jobs:
 - Higher pay, closer to home, better status, better timings
- Reachable to non-literate, poor and non-web
- Knowledge of nearby jobs or higher paying jobs in the city.

What users want from a job site

Employers:

- Lots of great, reachable candidates
- Easy:

Job Seekers

 Access to better jobs:
 Higher pay, closer to home, better status,

When do informal hires happen? Connect on:

- Salary, Category, Distance
- Language, Hours, Skills/Experience
- + Employer trust threshold

Babajob Vision

World's best web + voice portal for informal labor

A scalable, replicable, profitable solution to fight poverty by creating radical job market efficiency for the informal sector

How:

- Connect computer/voice-based employers to seekers with phones.
- Seekers: Sell/monetize access to jobs via mobile
- Employers: Sell Database Access and Guaranteed placement
- Ecosystem: Sell leads to employment agencies

Mobile Jobs: Goals & Demand

- Carrier Goal: Broadly increase
 ARPU in BOP and Rural segment
- A scalable, simple, highly profitable and non-labor intensive service
 - Real placements => higher usage
- Radically increase size of market
- Lots of job posts are required

Primary goal: Connect job seekers to nearby, better paying jobs

- High Job demand -
 - "It makes rational sense to pay Rs 30/month if it yields Rs 500 in increased income"
 - 2.4% response from 100,000 low-ARPU users in pilot
 - 21.4% click to buy@Re 1/day

- Next 200m Indian job seekers:
 - Not qualified for jobs today on naukri & monster
 - Not computer literate

Babajob User Interface: Income

Different interfaces for different users

PC Web http://babajob.com



Mobile Web + App http://babajob.com/m

•

babaiob

All Categories

+919886251476

Posted:1 week ago

266 7th Main, Flat B3

Cook 2343 Rs./month Contact: Sean Blagsvedt

Timings:Part Time Mornings

Languages:Bhojpuri, Malayalam

All Timings

Jobs All Cities

Log In | Search Jobs



Call Center 80 4115 5492



Automated Voice (English, Kannada, etc)

Please tell us which type of job you are looking for. Press 1 for Security Guard 2 for Housekeeping 3 for Receptionist 4 for Delivery Helper 5 for Driver Or 6 for more

SMS JOB <DRIVER, HELPER, MACHINIST, MAID or RECEPIONIST> <ur pincode or city> to 9972002222 for jobs!

Reply Menu

Voice use cases

Job seekers can:

- Easily hear jobs in their category and city within 20 seconds
- Apply to jobs by recording a message for employers
- Specify salary, pincode, language, experience, gender, etc to refine their search
- 4. Record a voice profile (which implicitly now lists the user as an available job seeker)
- 5. Listen to messages from employers
- 6. Forward jobs to friends

Employers can:

- 1. Hear candidates in their city and category
- 2. Record a job post (with pincode, salary + recording)
- 3. Contact job seekers via voice message
- 4. Listen to incoming job applicants that have applied

Search for jobs via voice

Step 1

Welcome to Babajob. Press 1 for Hindi, 2 for Kannada or 3 for English

3

Step 2

If you are looking for a Job, Press 1 or To Post a Job, Press 2

1

Step ;

Please tell us which type of job you are looking for.
Press

- 1 for Security Guard
- 2 for Housekeeping
- 3 for Receptionist
- 4 for Delivery Helper
- 5 for Driver
- Or 6 for more

1

Step 4

To Listen to **Guard Jobs** in **Bangalore**, Press 1
To change your city or add details like your pincode or salary to your profile, press 2
To record a message about yourself for employers, press 3

Step 5

Here are matching jobs for you: Wanted: Full Time Guard near Indiranagar, in Bangalore Must speak Hindi, Tamil or English, Must have 4 years experience, be male, Salary is 5000 Rupees per month. Employer message: "We are the best security firm and are looking for quality candidates with gun experience"

To leave a message for this employer, press 1
To SMS this job to your phone or a friend's, press 2
To listen to more jobs, press 3

Or Press 9 to return to the home menu

Update search/profile

Step 6

To Listen to Guard Jobs in Bangalore, Press 1

To change your city or add details like your pincode or salary to your profile, press 2

To record a message about yourself for employers, press 3

3

Step 7 – Choose city

Which city would you like a job? Press

1 for Bangalore

2 for Mangalore

3 for Mysore

Cities change by circle

Or to search for jobs in other states press 7 Or to enter your pincode press 8

Step 8

Please enter your 6 digit pincode. For example if you live near MG Rd in Bangalore, press 560001

560038

Step 9

You entered 5 6 0 0 3 8, near Indira nagar in Banglore. If this correct press 1 or press 2 to re-enter your pincode.

Step 10

What is your current salary? For example, if you earn Rs 4000 per month, press 4 0 0 0.

4500

To search for jobs, press 1 or add more details like your experience and timings, press 2

Please tell us which type of job you are looking for.

Press

1 for Security Guard

2 for Housekeeping

3 for Receptionist

4 for Delivery Helper

5 for Driver

Or 6 for more

Step 13

What timings are you available to work? Press

1 for Full-Time

2 for LiveIn+ Accommodation provided

3 for Part-Time Mornings

4 for Part-Time Evenings

How many years of experience do you have? For example, if you've worked as a Guard for 3 years, press 3. Freshers please press 0. 1

Job Seeker: Record a voice message

Step 15

You are done!
To Listen to Full-Time Guard
Jobs in Bangalore near
Indiranagar paying above Rs
4500 per month,
Press 1
To change your profile details,
press 2

3

yourself for employers, press

To record a message about

Step 16

At the tone, please say your name.

"Rajesh Jain"

Step 17

Your name was recorded as "Rajesh Jain". If this is correct, press 1 or press 2 to re-record.

Step 18

At the tone, please say a 30 second message about yourself. Be sure to include your schooling, skills and talk about previous employers who can give you a positive reference

I am a very hard working Security Guard with over 5 years of experience and can use a gun and was in the Army.

Step 19

Here is the message employers will hear about you: *Play Message*

If this is correct, press 1 or press 2 to re-record.

1

Step 20

Congratulations. Employers will now be able to hear about you and will contact you if they are interested in hiring you.

To Listen to Full-Time Guard Jobs in Bangalore near Indiranagar paying above Rs 4500 per month,

Press 1

To change your profile details, press 2

To review your message about yourself for employers, press 3

1

UssD sign up



Sample Alerts



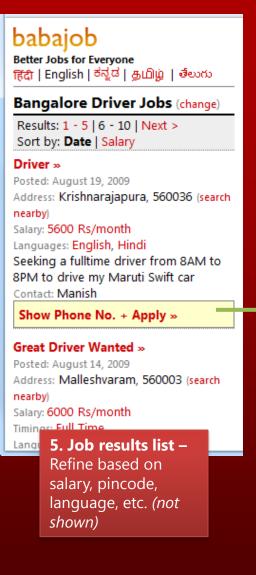
Alert examples (under 120 chars)

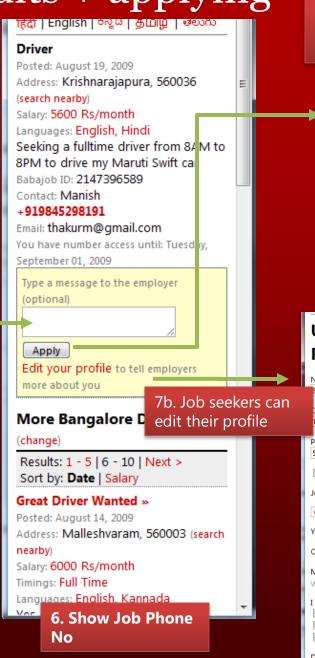
- Show value to job seekers with every premium SMS sent
- Contains Title, salary, neighborhood, years exp, gender, required languages, employer name, number, URL and some description



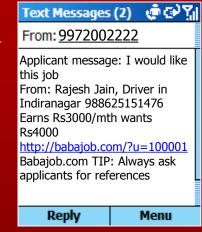


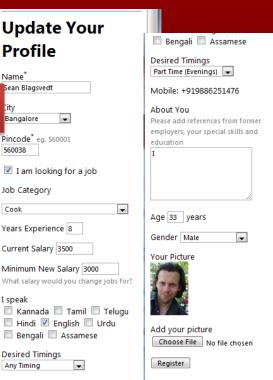
Showing job results + applying





7a. Applying for a job sends the employer an email + SMS with the Job seeker's message:





For Employers: Job seeker search

babajob Better Jobs for Ev

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Search Jobs in Karnataka Bangalore (1073)

Mysore (84)

Mangalore (45)

Belgaum (29)

Dharwad (16) Bellary (12)

Udupi-Manipal (12) or Search Other States

Employers: Search candidates by city

- 0. Search Jobs and Candidates
- 1. About Babajob + Disclaimer

1. Click on Employer link from Homepage (after agreeing to pay)

babajob Better Jobs for Everyone हिंदी | English | ಕನ್ನಡ | குமிழ் | ತೆಲುಗು Search Job Seekers in Bangalore (1717) Delhi (1241) Hyderabad (1182) Mumbai (857) Jaipur (822) Patna (638) Pune (619) Search Other States Job Seekers: Search Jobs by City 0. Search Jobs and Candidates 1. About Babajob + Disclaimer 2. Choose city

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Search Bangalore Seekers: All Seekers

BPO/Call Center (520) Cook (101)

Maid who can Cook (23) Driver (78)

Engineering (75)

Finance/Accounts (66) Gardener (5)

Garment Worker (7) Delivery Helper (39)

IT Professional (22) House Maintenance/Construction (3)

Machinist (45) Maid/Housekeeping (93)

Management (29)

Aavah/Child Caretaker (62)

3. Choose category



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Meena R



Job Category: Cook Female Age: 37 Speaks: Bengali, Hindi

Timings: Full Time

Earns: 5000 Rs/month Wants: 5500 Rs/month I have 15 years of exp. as a cook and as a childcare taker. I know all kind of north and south Indian dishes - Marwadi, Bengali, Punjabi, Tamil, Kashmiri, Tamil and Kannada cooking. I am quick to learn different dishes. Child care taking: Massage, feeding kids, preparing for schools, changing diapers; I can work from 9am to 6pm. I can only speak Hindi and Bengali.

Address: #178, 3rd cross, Reddy palya, behind HAL Palya.

Ulsoor, 560008 (search nearby)

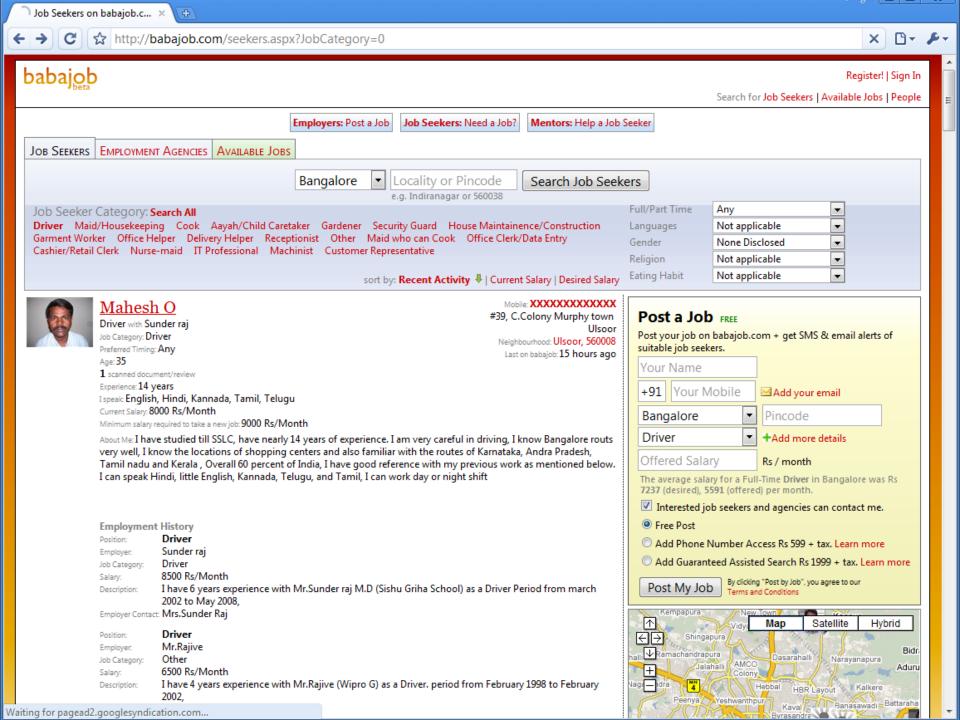
Last Active: 2 hours ago

Call: +919739541321 Own / 9886914807 This is

my contact number.

You have phone number access until: Tuesday,

4. See Phone No. of candidates



http://babajob.com/seekers.aspx?JobCategory=0





Description:

One experience with Country club. as a Driver



Raja Valaydham

Driver with Purnima Job Category: Driver Preferred Timing: Fulltime + Live-in Age: 37

1 scanned document/review (1 postive)

Experience: 19 years

Ispeak English, Hindi, Kannada, Malayalam, Tamil, Telugu

Current Salary: 8000 Rs/Month

About Me: I have studied till SSLC, have nearly 19 years of experience. I am very careful in driving, I know Bangalore routs very well, I know the locations of shopping centers and also familiar with the routes of Karnataka, Andra Pradesh, Tamil nadu, Kerala and mumbay, Overall 60 percent of India, I have good reference with my previous work as mentioned below. I can speak Hindi, littele English, Kannada, Telugu, Tamil and Malayalam, I can work day or night shift and. I can stay back and work also if accommodation is provided.

Employment History

Driver Position: Purnima Employer: Driver Job Category:

Salary: 10,000 Rs/Month

I working with Mrs.purnima as a Driver at Mumbay from peread of 1989 to 1993, Description:

Employer Contact: XXXXXXXXXX



Arivazhagu S

Driver with Iflex Job Category: Driver

Preferred Timing: Full Time

Age: 40

1 scanned document/review

Experience: 20 years

Ispeak English, Hindi, Kannada, Malayalam, Tamil, Telugu Current Salary: 8000 Rs/Month

Minimum salary required to take a new job: 10000 Rs/Month

About Me: I have nearly 20 years of experience. I know Bangalore routes very well, I never made an accident I am very careful in driving, I have good reference with my previous work and I have mentioned below.

Employment History

Driver Position: Employer: Iflex Job Category: Driver

Salary: 8000 Rs/Month

I worked for about one year and they really loved my work. Description:

Jun, 2007 to Jun, 2008 Time Period:

Driver with Merlina company

Sridhar A

Mobile: XXXXXXXXXXXXXX

#77, KR puram old police station road, Near Masjidi Neighbourhood: Duravani Nagar, 560016

Mobile: XXXXXXXXXXXXXX

#9, 3rd Main B cross. Brenda van east at Vignana nagar new thippasandra post Neighbourhood: New Thippasandra, 560075

Last on babajob: 15 hours ago

Mobile: XXXXXXXXXXXXXX

9th square, Ulsoor post,

Neighbourhood: Ulsoor, 560008

Last on babajob: 20 hours ago

295, Murphy Town

ellite Town Banashankari Rajarajeshwari JP Nagar HSR Layout Kumaraswamy POWERED BY Google Map data 2008 AND, Europa Technologies - Terms of Us

Tips for Employers

- 1. Search our job seekers before deciding to buy We are adding hundreds of job seekers every week so if you can't find a job seeker in your price range or neighborhood, please check back in 2 weeks.
- 2. Always check references and documents Ask for Voter Cards/Driver's licenses, references and contact numbers of previous employers. Do not interview job seekers that cannot provide any such references.
- 3. Review and give feedback on job seekers Your feedback is very important and helps other employers too. Just click Add Review on a job seeker's homepage and tell us about your experiences.
- 4. Remember what seekers want in a new job Most job seekers already have a job but would like a new job with better pay, better hours, that's closer to their home or has higher status (e.g. office boy vs office clerk).
- Recommend job seekers you know If you know someone who wants a better job, register them and add a reference. Your reference is likely to make a huge difference to their livelihood.
- Expect to pay a reasonable wage The cost of food, transportation and rent in Indian cities has risen tremendously in the last year (215% increase in rice, 83% increase in wheat according to the Hindu) and that has pushed up wages demanded by job seekers.
- 7. Full time help is hard (and expensive) to find Most domestic workers prefer to live in their own home and work at more than one job (as they earn much more). Live-ins are particularly hard to find too; Babajob has registered over 7000 job seekers since Sept. 2007 and fewer than 50 have stated they want to work as a live-in. If you require a live-in worker, we suggest that first search to see if we have any suitable candidates and if so, offer at least Rs 5500.

Need more help on hiring?





http://babajob.com/person.htm?user=253047



Register! | Sign In





babajob

English Tamil Hindi Kannada Text-Free NEW!

Search for Job Seekers | Available Jobs | People



Raja Home | People Raja Knows | Reviews (\$1)

Raja Valaydham

I have studied till SSLC, have nearly 19 years of experience. I am very careful in driving, I know Bangalore routs very well, I know the locations of shopping centers and also familiar with the routes of Karnataka, Andra Pradesh, Tamil nadu, Kerala and mumbay, Overall 60 percent of India, I have good reference with my previous work as mentioned below. I can speak Hindi, littele English, Kannada, Telugu, Tamil and Malayalam, I can work day or night shift and. I can stay back and work also if accommodation is provided.

Interested in this job seeker?

1. Register with Babajob

2. Post a Job/Get Phone Number Access

3. Call the Job Seeker

Rs 599 in Bangalore, Free elsewhere

This page is managed by: Srinivas L

About Raja

XXXXXXXXXX

Last sign in: 15 hours ago

Address:

#9, 3rd Main B cross. Brenda van east at Vignana nagar new thippasandra post Bangalore, 560075 (verfied with: Driver's License)

Hometown: Kerala About my Family: I am married and live with my family, we are a family of 3, I speak: English, Hindi, Kannada, Malayalam, Tamil, Telugu

I write: English, Malayalam, Tamil Gender: Male Age: 37 Religion: Hindu Eating Habit: Non-veg

Raja Valaydham's Employment History

Position: Driver Purnima Employer: Job Category: Driver

10.000 Rs / month Salary:

I working with Mrs.purnima as a Driver at Mumbay from peread of XXXX to XXXX, Description:

Employer Contact: XXXXXXXXX

This person is looking for a job as a: Driver

Total experience: 19 year(s) Preferred work timings: Live-in Their current salary is: 8000Rs / month

Reviews & References (1)



Raja Valaydham:

My previous employer Mrs. Purnima was very happy with my work, she is willing to provide reference, her phone number isXXXXXXXXXX,

This is my Driving license,



Search Driver job seekers in Bangalore

Raja Valaydham 's location



Wanted: Driver (Rs 6000)

javascript: ChangeLangAndReload ('Kannada-IN')

Job Post Data

- March 8-Sept 8: 176,534 open positions
 - Naukri: 200k total last year
- Salary, pincode, language, category known on all allows highly relevant matching + speaking in voice
- ~900 New positions/day
- We continuously adjust sales/advertising **resources** to satisfy job seeker demand

Available Positions by Category

Office Clerk/Data Entr	12520
Receptionist	11296
Helper	10710
Security Guard	9684
Cashier/Retail Clerk	8059
Delivery Helper	6031
Finance/Accounts	5156
IT Professional	4081
Maid/Housekeeping	4068
Cook	3748
Machinist	3576
Teaching/Education	3341
Management	2291
Engineering	2150
Driver	2147
Aayah/Child Caretaker	962
House Maintenance/C	925
Nurse-maid	710
Other	599
Gardener	268
Maid who can Cook	178
Garment Worker	123
BPO/Call Center	54913
Sales/Marketing	25711

Available Positions by city

Hyderabad	56403	Bangalore Rural	
Bangalore	29252	Gwalior	
Delhi	22250	Surat	
Mumbai	15313	Ajmer	
Chennai	6627	Nashik	
Coimbatore	6190	Palakkad	
		Vadodara	
Ernakulam -	4469	Meerut	
Pune 	3613	Trichur	
Kolkata	3574	Vellore	
(blank)	3297	Bellary	
Vishakapatnam	3087	Hassan Rangareddy	
Bhopal	2680	Mahbubnagar	
Jaipur	2297	Udupi-Manipal	
Thane	2126	South Goa	
Patna	1557	Warangal	
Lucknow	1539	East Godavari	
Mysore	1276	Kollam	
Indore	1160	Jodhpur	
Salem	977	Guntur	
		Prakasam	
Thiruvananthapuram	958	Kanchipuram	
Ahmedabad	907	Udaipur	
Madurai	789	South 24 Parganas	
Tiruchy	760	Raigarh (Maha) Gandhinagar	
Chandigarh	391	Amravati	
Tirunelveli	315	Kottayam	
Khordha	290	Nalagonda	
Belgaum	276	Medak	
Nagpur	274	Adilabad	
Raichur	250	Cuddapah	
Dharmapuri	229	Cuttack	
Agra	215	Faridabad	
Dharwad	212	Anantapur	
	153	Khammam	
Mangalore		Chikmagalur	
Chittoor	121	Karimnagar Kolar	
Krishna	110	Valsad	
Kozhikode	106	Tiruvannamalai	
Tumkur	100	West Godavari	
Jabalpur	90	Chhatarpur	
Gurgaon	88	Bareilly	
Nizamabad	82	Rohtak	
Kurnool	79	Jhansi	
Kolhapur	72	Panipat	
Rajkot	67	Ferozepur	
Ghaziabad	66	Mathura	
Rangalara Rural	64	Aurangabad (Mahar.)	

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Indonesia with Grameen

- VPOs (cell phone minute resellers) sign up job seekers for \$1.
 - Sign-up via translated mobile website + app
 - Job seeker receives SMS alerts
- Grameen
 - Owns mobile company relationship
 - Trains VPOs (~3000)
 - Runs employer call center
- Babajob:
 - Provides technology platform

Questions

- Sean Blagsvedt
- •sean@babajob.com

or reliance@babajob.com

Babajob vs Jobs on Phone

	Jobs on Phone	Babajob
Top 10 categories	1. IT 2. ITES/BPO/KPO Operations 3. Telco/ISP 4. Banking/Insurance/Finance 5. Medical/hospitals, 6. Retail 7. Education/Teaching 8. Freshers/Trainee	Blue-collar jobs + entry level office jobs. Revelant categories for job seekers earning less than Rs 10,000
Details of Jobs	Company Name, City, required Years of Experience	City, Locality/Pincode, Salary, required languages, Experience, Gender, Timings, Employer phone number + employer audio description of job
Job Seeker profile	Industry + Years experience	Industry, Experience, Salary, Age, Pincode, Timings, City, Gender, Language + 30 second audio recording
What employer receives when a job seeker applies for a job	job seeker's mobile, job category + experience	Job seeker's mobile, experience, current salary, pincode, Timings, languages spoken, experience + recorded audio profile + audio apply message
Services for Employers	N/A	Employers can post their requirements as audio clips for job seekers + listen to job seeker profiles
Job database	Pulled from naukri and others. Primarily white collar	260,000+ total positions across India focused on positions that pay less than Rs 10,000
Available cities	Top 6 metros	All States + 2 nd and 3 rd tier cities

Most importantly, employers can make informed decisions regarding which job seekers are reasonable, so that Reliance mobile users actually get hired.