



Office of Corporate Relations & Alumni

ਆਈ.ਕੇ. ਗੁਜਰਾਲ ਪੰਜਾਬ ਟੈਕਨੀਕਲ ਯੂਨੀਵਰਸਿਟੀ

PTU PUNJAB
TECHNICAL
UNIVERSITY
Estd. Under Punjab Technical University Act. 1996
(Punjab Act No. 1 of 1997)

Ref. No. IKGPTU/RA/39

Dated 18/10/2019

Directors/ Principals
All the University Campuses/ Colleges & Institutions
Affiliated to IKG PTU

Sub: Jaro Education.(www.jaroeducation.com)– Joint Campus Placement Drive.

Dear Sir/ Madam

I K Gujral Punjab Technical University invites your institute to participate in Joint Campus Placement Drive of Jaro Education.

Following are the details:

| | | |
|-------------------------|---|---|
| Date & Time | : | Oct 25, 2019 & 1030 hrs |
| Venue | : | IKG PTU, Main Campus Kapurthala |
| Designation | : | Profile 1 - Trainee – Career Development Profile 2 - Trainee – Career Development Executive |
| Job Location | : | Profile 1 - Pan India (First six month in Mumbai) Profile 2 - Pan India |
| Salary Package/ Stipend | : | Profile 1 - Detail attached Profile 2 - Detail attached |
| Course/Stream | : | Profile 1 - Detail attached Profile 2 - Detail attached |
| Batch Eligible | : | Profile 1 - 2020 Passing out Profile 2 - 2020 Passing out |
| Selection Process | : | Profile 1 - Telephonic interview & Skype interview Profile 2 - Aptitude Test, Group Discussion & Interview |

You are requested to kindly direct the Training & Placement Officer of your College/Institute to forward the student data as per the above mentioned eligible course (Excel format attached) through email at placements.ptu@gmail.com. Last date of data submission will be Oct 22, 2019 before 1500 hrs.

Student must bring their 2 CVs, photocopies of relevant certificates, mark sheets & 2 passport size photographs.

For any queries you may call the undersigned @ +91-9478098076.

With profound regards,

MS Bedi
18-10-19
Assistant Director (CR&A)

“Propelling Punjab to a Prosperous Knowledge Society.”

ਆਈ.ਕੇ. ਗੁਜਰਾਲ ਪੰਜਾਬ ਟੈਕਨੀਕਲ ਯੂਨੀਵਰਸਿਟੀ, ਜਲੰਧਰ-ਕਪੂਰਥਲਾ ਰਾਸ਼ਟਰੀ ਰਾਜਮਾਰਗ, ਨਜ਼ਦੀਕ ਪੁਸ਼ਪਾ ਗੁਜਰਾਲ ਸਾਇੰਸ ਸਿਟੀ, ਕਪੂਰਥਲਾ-144 603

I.K. Gujral Punjab Technical University, Jalandhar-Kapurthala National Highway. Near Pushpa Gujral Science City, Kapurthala. -144 603

Phone : 01822-662580 E-mail : placements.ptu@gmail.com Website : www.ptu.ac.in

About the company:

Jaro Toppscholars is India's leading Ed-tech company. With its content meticulously designed and developed under the supervision of excellent teachers, Toppscholars aims at providing personalized learning, easy to understand concepts, mock tests etc. for the smarter generation.

Jaro Toppscholars is powered by Jaro Education which is a leading organization in online education; having 18 offices in India and a staff strength of over 1000+ employees. We have enrolled over 1.5 lakh working professionals. The group turnover is 58 crores with a profit of 17 crores annually.

Designation: Trainee - Career Development

Eligibility criteria:

1. BE/BTech/BCA/BSc (Any Specialization) 2020 Batch
2. MBA - General/Marketing/International Business/Retail 2020 batch with graduation in BE/BTech/BCA/BSc mandatory
3. MCA/MSc/MTech (Any Specialization) 2020 Batch

Job Description:

- Identify opportunities through Web interaction, Telecalling, marketing events & advertisements.
- Validate and manage the leads generated through above mentioned activities.
- Record and maintain the quality of leads and ensure progression of leads from identification to closure.
- Maintain a quality pipeline by targeting the right set of audience and weekly closure by continuous follow-up.
- Provide counselling to students and help them choosing the right learning module.
- Willing to travel within city limits & convince the customers (i.e. parents) to purchase Toppscholars learning app to improve their children's quality of education and academic result.
- Ensure end-to-end delivery and sustain the given targets.

Compensation:

Students would be hired as a Trainee for a period of 3 months and offered a salary of INR. 40000 (Fixed) + Incentives

Based on their good performance (achieving or exceeding the target set for the first 3 months); with effect from 4th month they would be designated as a Career Development Executive and their salary would be revised as below:

| | Per Month | Per annum |
|----------------------------------|----------------------|-----------------------|
| Fixed | 58,500 | 7,02,000 |
| Performance cum continuity Bonus | 16,668 | 2,00,000 |
| Incentives | 25,000 | 3,00,000 |
| Total | INR. 1,00,168 | INR. 12,02,000 |

Job Location: PAN India – First 6 months in Mumbai, later the student would be transferred to their desired location across India (basis their choice).

We are also offering Internship for the above Profile.

Stipend – INR. 18,000 – 20,000 per month + Incentives

Minimum 45 days internship mandatory.

About the company:

Jaro Education is a leading Ed Tech company and pioneer in the executive education space catering to various B-Schools, Universities and premium Institutes nationally and internationally.

We are presently with 18 offices in India and a staff strength of over 1000+ employees. We have enrolled over 1.5 lakh working professionals. The group turnover is 58 crores with a profit of 17 crores annually.

We are partnered with various Premium Institutions for promoting executive education include Indian Institute of Management (IIM's), National Stock Exchange (NSE), Welingkar Institute of Management, Mumbai and many more.

Designation: Trainee - Career Development Executive

Eligibility criteria:

1. BCom/BBA/BBM/BA i.e. any management/arts/commerce graduate 2020 Batch
2. MBA - General/Marketing/International Business/Retail 2020 batch with graduation in management/arts/commerce mandatory
3. MCom

Job Description: (70% inside sales & 30% outdoor meetings)

- Lead generation through cold calling & scheduling an appointment with the prospective leads
- Meeting & counselling the prospects - that are mostly working executives & corporate professionals from various industries.
- Achieving enrolment targets (End to End Sales)

Compensation: Upto 7.50 LPA

Job Locations: Mumbai, Pune, Bangalore, Hyderabad, Chennai, Noida & Gurgaon

We are also offering Internship for the above profile.

Stipend - INR. 18,000 - 20,000 per month + Incentives

Minimum 45 days internship mandatory.

| | Personal Details | Diploma Detail | | Graduation Detail | | Post Graduation Detail | | College Detail | Student Contact Details | | Batch |
|--------|---------------------|----------------|------------|-------------------|------------|------------------------|------------|---------------------------------|-------------------------|-----------|-------|
| S. No. | Full Name | Course/Stream | Percentage | Course/Stream | Percentage | Course/Stream | Percentage | Name of Institute & Location | Mobile No. | Email- ID | |