



ਆਈ. ਕੇ. ਗੁਜਰਾਲ ਪੰਜਾਬ ਟੈਕਨੀਕਲ ਯੂਨੀਵਰਸਿਟੀ ਜਲੰਧਰ, ਕਪੂਰਥਲਾ
I.K. GUJRAL PUNJAB TECHNICAL UNIVERSITY JALANDHAR, KAPURTHALA
Office of Corporate Relations & Alumni

Ref. No. IKGPTU/CRA/229.....

Dated.. Dec/23/2022

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

Sub: TATA AIG – Joint Campus Placement Drive.

Dear Sir/ Madam

I K Gujral Punjab Technical University is going to organize TATA AIG – Joint Campus Placement Drive for the 2023 batch passing out students of its campuses and affiliated colleges as per the below mentioned details:-

Profile : Sales Executive
Course/ Stream : MBA (Sales/ Marketing Major)
Salary Package :
1. Fixed CTC - 3.75 LPA
2. Allowances - Up to 33 K travel yearly allowances (approx.) + 3.6 K Mobile yearly allowances (approx.) - will be reimbursed as per the actual expense.
3. Incentives - Earning potential up to 1.5 to 2.5 L (Minimum) as per the target achievement
4. Other non-monetary benefits - (Medi-claim Insurance cover+ Group Term Life Insurance + Group Personal Accident Insurance)
Batch Eligible : 2023 passing out
Selection Process : Group Discussion & Interview

You are requested to kindly direct the Training & Placement Officer of your College/ Institute to forward the student data of only those students who are willing to join, if selected, as per the above mentioned eligibility criteria (excel format attached) through email at placements.ptu@gmail.com by Dec 27, 2022 before 1500 hrs. *Data directly shared by the students will not be considered.*

Date & Time of the Placement Drive will be informed later on.

For any further queries, you may please call the undersigned @ 9478098076.

With profound regards,

MS Bedi
23-12-22
Assistant Director (CR&A)

“Propelling Punjab to a prosperous Knowledge Society”

I.K. Gujral Punjab Technical University

Jalandhar-Kapurthala Highway, Kapurthala -144 603. Phone : 01822-282506

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

Job Description Sales

Role Description:

- ☒ Role incumbent is responsible for recruitment of Agents through various sources to ensure achievement of business targets.
- ☒ Role incumbent is responsible for execution of the organizational strategy to ensure desired business results.
- ☒ Role incumbent is also accountable for Training and Development of Each Agent thus recruited.
- ☒ Incumbent is responsible for broadening & sustaining existing business base with exploration of opportunities among the Channel Partners & by increasing organizational share in the client portfolio.
- ☒ Incumbent is responsible to maintain & enhance service levels provided to the clients thus ensuring sustenance of the existing business. This would be done through follow ups, coordination with other stakeholders for approvals, payouts etc. & other administrative activities for seamless working.
- ☒ Role incumbent is also responsible for explorations & identification of new business avenues by way of cold calling, generation of referrals or business leads & networking through agents.
- ☒ To identify the area of improvement & enhancing business opportunity.
- ☒ Incumbent is responsible for Channel Partners engagement & networking to gain market feedback & to identify further business avenue.

