



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/268.....

Dated March/27/2023

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

Sub: Airblack - Joint Campus Placement Drive. (Only female candidates)

Dear Sir/Madam

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

Designation	:	Business Development Associate (Details attached)
Course/ Stream	:	Graduation/Post Graduation (Any stream) (Only female candidates)
Salary Package	:	CTC - 5.0 LPA (3.5 LPA Fixed + 1.5 LPA Variable) - For Graduates CTC - 5.50 LPA (4.0 LPA Fixed + 1.5 LPA Variable) - For Postgraduates
Job location	:	Lucknow, Agra, Hyderabad, Bangalore, Jaipur, Mysore, Mathura, Gujarat, Ludhiana & Amritsar
Batch Eligible	:	2023 passing out
Selection Process	:	Group Discussion & Interview

Interested students may register at the below mentioned link:-

[https://docs.google.com/forms/d/1DXMu0MWIE9-IGioI99t\\_SsJ7NsW7TWa8Rj8gvdWz5U/edit](https://docs.google.com/forms/d/1DXMu0MWIE9-IGioI99t_SsJ7NsW7TWa8Rj8gvdWz5U/edit)

You are requested to kindly direct the Training & Placement Officer of your College/ Institute to share the information to the concerned students. *Last date of online registration is March 30, 2023 before 1500 hrs.*

For any further queries, you may please call Dr. Mrigender Singh Bedi, Assistant Director (CR&A), IKG PTU @ +91- 9478098076.

With profound regards,

Er. Navdeepak Sandhu  
Deputy 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



airblack

# Join Airblack

On a mission to transform the lives of millions  
of creators and micro-entrepreneurs

Business Development

## About Airblack

Airblack is on a mission to help people convert their passion into a livelihood. As an edtech platform, Airblack enables people to become successful creators or micro-entrepreneurs.

In June 2020, Airblack launched its first club - **Airblack Beauty Club**, which is now India's largest online makeup and beauty learning platform with a flagship makeup artist certification program. Airblack Beauty Club's programs are targeted towards millions of women who have a passion for makeup and beauty and are looking to start a salon, launch their freelance service or just want to upgrade their makeup skills.

Airblack is a **Series A funded rocket ship** backed by marquee investors such as Elevation Capital (*Investors in Paytm, Swiggy, Unacademy*). The dream team comprises of ex-entrepreneurs, venture capital investors, and operators from places such as Goldman Sachs, Sprinklr, Grofers, BCG, Bain & Co, WeWork, ITC, Urban Company, top IITs, IIMs, and universities such as DU and NIFT.

Last year the company launched the Airblack Culinary Club to empower passionate bakers and aspiring chefs with all the skills and tools needed to build and launch their own baking businesses. Now, Airblack is all set to transform culinary education across the world!

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**35k+**

Students  
Enrolled

**500+**

Cities across  
India & UAE

**40M+**

Social Media  
Impressions

**200k+**

Community  
Members



# Team Airblack



**Videt Jaiswal**

Founder & CEO  
2X entrepreneur, Ex-VC at  
Elevation Capital, BCG, NSIT



**Vaibhav Raj**

Founder & Head of Engineering  
Ex-Goldman Sachs, IIT Roorkee CS,  
YouTube Creator



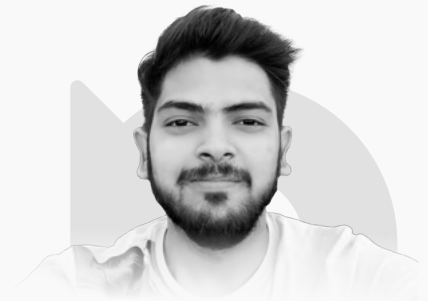
**Kavya Tandon**

Chief of Staff  
Ex-Elevation Capital,  
Bain & Co., LSR



**Aamir Mojeeb**

Growth  
Ex-Entrepreneur, 7+ years of  
experience in Edtech, IIT Delhi



**Rohit Aggarwal**

Finance  
Ex-PhonPe, ITC,  
Jumbotail



**Harleen Bhasin**

Business Development  
Ex-Air India,  
Jet Airways



**Laveena Khurana**

People  
Ex-Urban Company,  
EY, Cvent



## Why Join Us?

**Be part of our mission:** You will be responsible for creating the next generation of internet-first entrepreneurs and empowering millions of women to launch their own businesses.

**Thrive in our dynamic team culture:** Our dream team of ex-entrepreneurs, operators, management consultants, and VCs will be powerful mentors for your career trajectory. You'll get to collaborate with the founding team, get weekly recognition for your work, take part in continuous training and build relationships with like-minded individuals.

**Get rewarded for your work:** CTC: INR 25,000 per month + Incentives ranging from INR 30,000 to 50,000 per month

**Build a strong career path:** In 3 months itself, you will be eligible for promotion to Assistant Manager, and in 1 year, you will be eligible for promotion to Manager (manage a team of 10-20 people).



**26**

Average Age



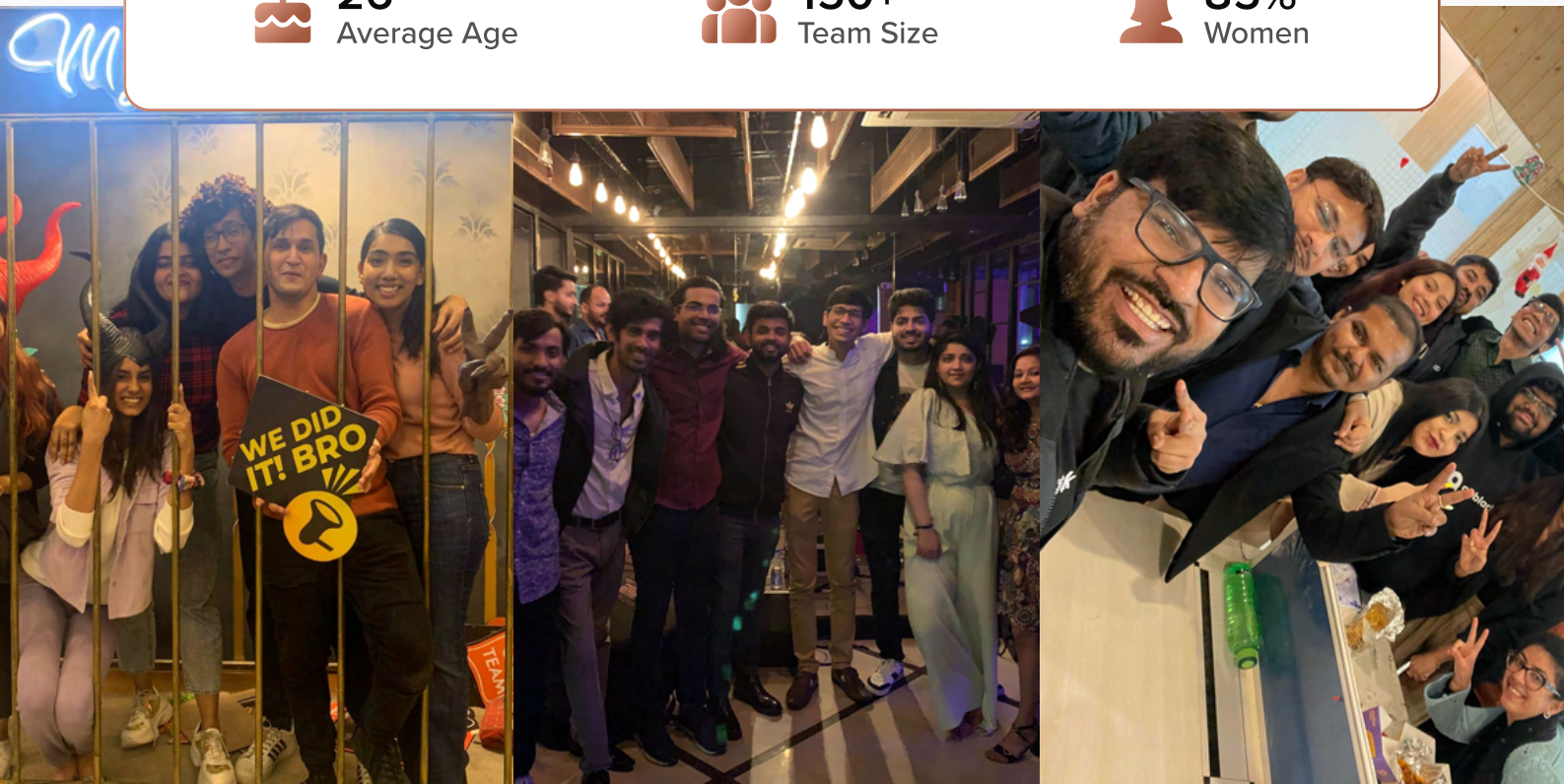
**150+**

Team Size



**85%**

Women



## Position Description

As a Business Development Associate, you will be the face of the company for prospective and current learners. Connect and build relationships with interested learners, and drive admissions into the Airblack flagship programmes. As part of a result-driven team, you will be a key owner of revenue in the company.

**Location:** Delhi or Mumbai. Remote for now

### Key Responsibilities:

- Drive mission-critical customer acquisition.
- Assess and onboard potential customers via phone to discover their needs and develop a positive relationship with the customers.
- Provide relevant and articulate information about our programs to potential customers and build a strong pipeline for the company.
- Own customer relationship, become the point of contact for customers throughout their membership duration.

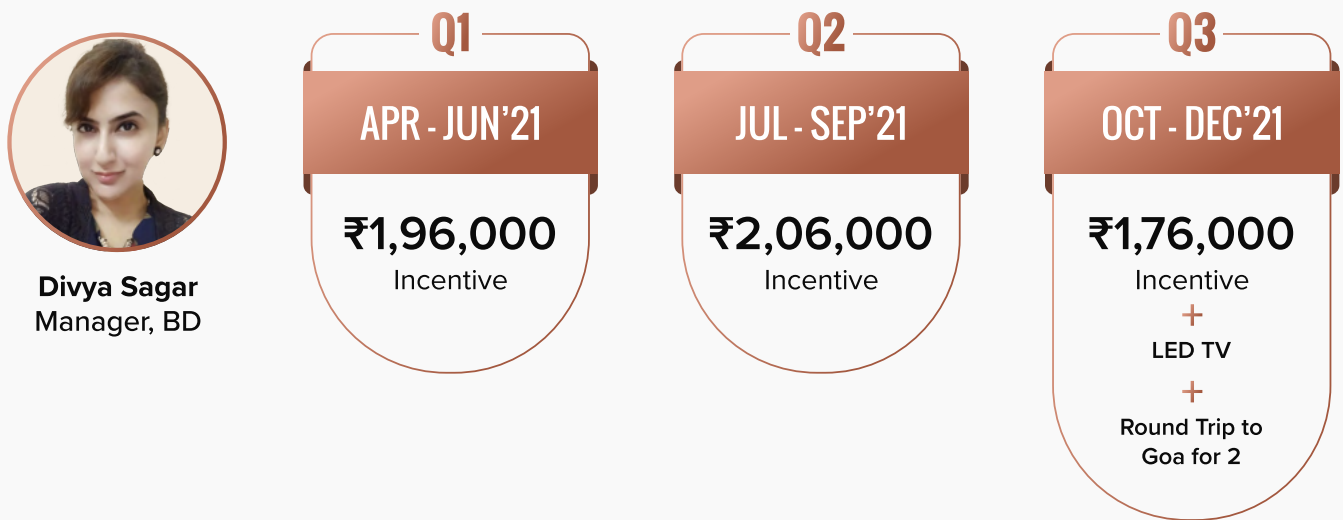
## Who Should Join Us?

- You have an entrepreneurial mindset and are always willing to take initiative and ownership of your objectives.
- Self-learners, willing to learn and upskill in the face of challenges. We love inquisitiveness at Airblack!
- You are spontaneous when it comes to finding solutions in uncertainty. Persuasion and street-smartness are your core strengths!
- Skilled oral and written communicators.
- Effective interpersonal skills and ability to build relations with end customers and collaborate with internal stakeholders.

## Divya's Growth Trajectory at Airblack

Divya joined Airblack's Business Development team in March 2021 as an Associate. Within a year, she bagged **2 promotions** and almost a **100% hike in her CTC**.

This is how her quarterly incentives look like:



## College freshy hits great milestones at Airblack



Devyanshi Verma  
Ast. Manager, BD

Devyanshi Verma joined Airblack's Business Development team fresh out of college in August'21. Within 4 months she got **promoted to Assistant Manager**.



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*Sales cures all.*

*You have to be able to sell to succeed!*