



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/...24.....

Dated..July./03/2023

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

Sub: Bajaj Allianz Life Insurance Company Limited - Joint Campus Online Placement Drive.

Dear Sir/Madam

I K Gujral Punjab Technical University is going to organize Bajaj Allianz Life Insurance Company Limited - Joint Campus Online Placement Drive for the batch 2023 passed out students of its campuses and affiliated colleges as per the below mentioned details:-

The other details of the event are as mentioned below:-

Date & Time : July 15, 2023 & 1100 hrs
Course/Stream : MBA/BBA/BCA
Batch Eligible : 2023 passed out
Job location : All district of Punjab, Chandigarh & Delhi
Profile & Package : Attached
Selection Process : Group Discussion & Interview

Interested students may register at the below mentioned link:-

<https://docs.google.com/forms/d/1XUifwHN9x1FGkt1TIJ9tzshMyQJgyIj9LeBiBxgeK3U/edit>

You are requested to kindly direct the Training & Placement Officer of your College/ Institute to share the information with the concerned students. **Last date of online registration is July 06, 2023 before 1300 hrs.**

For any further queries, you may please call Dr. Mrigender Bedi, Assistant Director (CR&A), @ +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

JOB DESCRIPTION

Role Title	<ul style="list-style-type: none"> • Relationship Manager-Sales Trainee (Graduate) • Senior Relationship Manager-Sales Trainee (PG)
Function/ Department	IB

1. JOB PURPOSE

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency.
- Take responsibility for scanning the market for emerging opportunities.
- To devise and implement sales strategy

2. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

- Responsible for managing a key relationship of a very reputed and demanding Bank.
- Responsible for managing overall business for assigned area (4-5 branches) which involves business development, sales, relationship management, operational and training support, identifying new business opportunities, and meeting overall target assigned on new business.
- Responsible to establish productive, professional relationship with key personnel of assigned business vertical.
- Responsible for all operations, customer servicing and customer retention activities for the assigned business verticals.
- Responsible to drive business through credit life /group initiatives to achieve monthly, quarterly & yearly business targets
- Responsible for business tracking, analyzing and reporting business results at desired and periodic intervals to reporting authority.
- Responsible for compliant business practices and ensuring that employees of business vertical comply with ethical business practices for Insurance sale.
- Ability to deal with HNI Clients.
- Responsible to maintain high channel satisfaction ratings that meet company standards

3. SKILLS AND KNOWLEDGE:

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

a) *Qualifications*

- Graduate /Master's in business administration/ post- graduation in any stream.
- Communication in English, Hindi & other Regional Language (Local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never - say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

4. COMPENSATION OFFERED:

- **Graduate:** 3.0 Lakhs + Incentives (potential to earn up to 60,000 per month)
- **Postgraduate:** 3.5 Lakhs + Incentives (potential to earn up to 60,000 per month)

JOB DESCRIPTION

Role Title	<ul style="list-style-type: none"> • Senior Financial Service Manager - Trainee • Relationship Manager-Trainee
Function/ Department	BALIC Direct

1. JOB PURPOSE

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency. Take responsibility for scanning the market for emerging opportunities. To promote a customer -centric culture among both staff and field force.

2. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

- Responsible for target achievement of Life Insurance.
- Acquire, build & maintain strategic relationships with clients sources, develops & analyses customer needs to establish a client centric business environment, proposes and implements solution. Cross sales, try to up sells and timely renewal of client's insurance requirements
- Responsible for increasing share of business by offering entire range of products by achieving Monthly, Quarterly and Annual target.
- Optimal use of given lead on daily basis & Achieving cost efficient operation.
- Managing product mix, persistency, Lead Conversion% etc
- Managing accurate maintenance & updating database.
- Achieving goal sheet & contest achievement on weekly basis.

3. SKILLS AND KNOWLEDGE:

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

a) *Qualifications*

- Graduate / Master's in business administration/ post- graduation in any stream.
- Communication in English, Hindi & other Regional Language (Local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never - say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

4. COMPENSATION OFFERED:

- **Graduate:** 3.0 Lakhs + Incentives
- **Postgraduate:** 3.5 Lakhs + Incentives

JOB DESCRIPTION

Role Title	Senior Sales Manager
Function/ Department	Agency

1. JOB PURPOSE

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency.
- Take responsibility for scanning the market for emerging opportunities.
- To devise and implement sales strategy

2. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

- Responsible for quality team development and playing important role in expanding the market
- Building Distribution Network: Build a robust and profitable distribution network of Advisors & FLS.
- Productivity & Activation: To Manage productivity and activation of the Advisors within the team. To promote productivity of the field force. Establish good working habits for the force, undertake productivity improvement drives, organize specialized training programs.
- Recruitment of Advisors to ensure growth and productivity.
- Responsible for increasing share of business by offering entire range of products by achieving Monthly, Quarterly and Annual target.
- Managing product mix, persistency, Lead Conversion% etc
- Managing accurate maintenance & updating database.
- Achieving goal sheet & contest achievement on weekly basis.

3. SKILLS AND KNOWLEDGE:

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

a) Qualifications

- Master's in business administration/ post- graduation in any stream.
- Communication in English, Hindi & other Regional Language (Local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never - say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

4. COMPENSATION OFFERED:

- **Postgraduate:** 3.5 Lakhs + Incentives (potential to earn up to 60,000 per month)