



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/30.....

Dated Aug/03/2023

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

Sub: Bajaj Finance Limited - Joint Campus Placement Drive.

Dear Sir/Madam

I K Gujral Punjab Technical University is going to organize Bajaj Finance Limited - Joint Campus Placement Drive of its campuses and affiliated colleges as per the below mentioned details:-

Designation : Assistant Manager (**Details attached**)
Course/ Stream : MBA (all streams)
Job location : Pan India
Batch Eligible : 2024 passing out
Salary Package : **For Metro location:- CTC- 5.68 LPA**
For Non-Metro location:- CTC- 4.93 LPA
Selection Process : Interview

Interested students may register at the below mentioned link:-

<https://docs.google.com/forms/d/1FPN4jwjHwkvNAWAn0Brw0lIxvyTdXQlupopa-OLc8y0/edit?pli=1>

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 Aug 07, 2023 before 1700 hrs.**

Date & Time of the placement drive will be informed later on.

For any further queries, you may please call Dr. Mrigender S 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 : 01822-282580, 282549
E-mail : placements@ptu.ac.in Website : www.ptu.ac.in

Company:	Bajaj Finance Ltd
Job Title:	Assistant Manager
Location:	Pan India (deployment will happen in home state or college state only)
Grade:	GB02B
Position Summary:	The resource hired will be deployed in a Sales role .

Duties and Responsibilities:

A brief description of sales role is given below:

- **This is a sales role and involves in regular meetings with dealers / clients on the field.**
- The role may or may not involve you to manage a team of employees **depending on the type of business you are shortlisted for.**
- Regularly reporting the business activities to the manager in a set format decided by business.
- Achieving & Exceeding Business goals and targets. Building and managing direct/distribution & channels for sourcing business.
- Build and maintain relationships with existing and prospective customers and provide exceptional customer service to maximize satisfaction and retention.
- Monitor market trends, competitor activities, and customer feedback to identify opportunities for improvement and adjust sales strategies accordingly.
- Conceptualizing and Executing business development/marketing activities.
- Managing and supporting business activities with respect to the geographical area, exploring new markets and the most profitable opportunities
- Effectively engaging Operation, Risk & Product teams to understand and contribute to overall processes & profitability across locations.
- Ensuring timely communication to stakeholders on any change in the process.

Basic Qualifications:

- **MBA Fresher Only.** (No other courses)
- Inquisitiveness around changes and ability to quickly adapt to these changes
- Ability to question status-quo and suggest alternate solutions
- Strong team player with a self-driven & high ownership approach.

Compensation:

- For Metro location- Total CTC- **5.68 Lakh per annum**
- For Non-Metro location- Total CTC offered- **4.93 Lakh per annum**

Important Note- Placement of student may be anywhere in the home state or college state. The preference for the same is not given to the student.