



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/45.....

Dated Sept/13/2023

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

Sub: Hike Education (www.hikeeducation.com)- Joint Campus Placement Drive.

Dear Sir/Madam

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

Designation	:	Profile 1 -: Business Development Executive Profile 2 -: Business Development Manager
Course/ Stream	:	B. Tech (Any Stream), BBA, BCA, B.Com, B.Sc (Any Stream) MBA, MCA, M.Tech (Any stream), M.Sc (Any stream)
Salary Package	:	Profile 1 -: For UG - 5.82 LPA Profile 2 -: For B.Tech - 6.42 LPA for PG - 7.02 LPA
Job location	:	Gurugram, Noida, Jaipur, Mumbai, Hyderabad
Batch Eligible	:	2023 passed out & 2024 passing out
Selection Process	:	Group Discussion & Interview
Registration link	:	https://shorturl.at/coLV2

Detailed job profile is attached.

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 Sept 19, 2023 before 1500 hrs.*

For any further queries, you may please call Dr. M S Bedi Assistant Director (CR&A) @+ 9478098076

With profound regards,

Er. Navdeepak Sandhu
Deputy Director (CR&A)

CC:

- Hon'ble Vice Chancellor, IKG PTU, for his kind information.
- Registrar, IKG PTU, for his kind information.

"Propelling Punjab to a prosperous Knowledge Society"



BUSINESS DEVELOPMENT MANAGER/ BUSINESS DEVELOPMENT EXECUTIVE

Job Description

Department: Sales	Type: Inside Sales
Location: PAN India	Work Schedule: M-S, 10AM -7PM
Gurugram, Noida, Jaipur, Mumbai, Hyderabad	

Summary

The goal of this program is to further provide you practical exposure and develop your skills in a professional work environment giving you hands-on experience working on challenging, meaningful projects with guidance from a mentor and other members of our team. Hike Education Pvt. Ltd. is dedicated to developing successful leaders, and we strive to make the job as realistic and informative as possible.

About Us

Hike Education is one of the leading Ed-Tech companies working in association with top B-schools providing support and assistance to the working professionals offering courses by the associated Universities. The aim was to fill the gap between aspiring professionals and B-schools to help them pursue higher education and level up their career paths.

Our Mission

To develop and deliver quality programs, curricula and services to the students with uncompromising work ethic, with the primary intention of nurturing a pool of highly employable professionals to live up to 21st Century demands.

Objectives

- To gain excellence in professional learning.
- Empower working professionals to pursue their learning without hampering their work.
- To build a hassle free and productive learning environment.

Job Description

- Generating a pool of prospects by identifying the need of upskilling depending on the student's area of interest.
- Helping prospective students with the detailed information about the programs offered through phone or video counselling & create a strong pipeline.
- Ensure to meet daily deliverables & achieve weekly/monthly enrolment target.
- Help them understand the importance of navigating a career.
- Must be a good listener and be trained in matching candidate needs to a future career

Designation: **BDE**

Business Development Executive

CTC for UG: 5.82 LPA

Eligibility: Graduate in any discipline

[BBA, B. Com, B.Sc., BCA]

Designation: **BDM**

Business Development Manager

CTC for B.tech : 6.42 LPA

CTC for PG Students: 7.02 LPA

Eligibility: B. Tech/ B.E

MBA/ PGDM

Marketing and Sales

Requirements

- Excellent interpersonal and communication skills
- Strong self-motivation
- Ability to work alone or as part of a team
- Ability to cope with rejection
- Ability to remain calm in fast-paced environment
- Professionalism should be a stronger attribute



SALARY ANNEXURE

PARTICULARS	MBA/ PGDM – Marketing and Sales		B. Tech/ B. E		Graduate in any Discipline	
	PROBATIONER	CONFIRMED	PROBATIONER	CONFIRMED	PROBATIONER	CONFIRMED
CTC	51500	58500	48500	53500	45500	48500
Basic	14000	17500	12500	15000	11000	12500
HRA	7000	8750	6250	7500	5500	6250
Medical Allowance	2100	2625	1875	2250	1650	1875
Transport Allowance	1400	1750	1250	1500	1100	1250
Special Allowance	3500	4375	3125	3750	2750	3125
NET HOME INTAKE	28000	35000	25000	30000	22000	25000
Daily Travel Reimbursement (Rs.150/- per day * 30)	4500	4500	4500	4500	4500	4500
Performance Linked Incentives (Payable on the basis of achievement of monthly targets)	15000	15000	15000	15000	15000	15000
Miscellaneous Inducement (Payable on the basis of percentage achievement of monthly targets- min. 125%)	3000	3000	3000	3000	3000	3000
Punctuality Bonus (Payable on the basis of 100% attendance)	1000	1000	1000	1000	1000	1000
GROSS	51500	58500	48500	53500	45500	48500