



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/...63.....

Dated...Oct/23/2023..

Directors/Principals
All the University Campuses
I K Gujral Punjab Technical University

Sub: Corizo - Campus Placement Drive.

Dear Sir/ Madam

I K Gujral Punjab Technical University invite students of its campuses to participate in Corizo - Campus Placement Drive as per the below mentioned details:-

Designation : Business Development Associate (Job Description attached)
Course/Stream : B.Tech (all streams)/BBA/BCA/B.Sc (all streams)
Batch eligible : 2024 passing out
Salary Package : In probation- 15K + 10K(variable incentives)
After probation:- CTC : 4.00 LPA fixed + 2.50 LPA variable

Interested students may register at the below mentioned link:-

<https://docs.google.com/forms/d/1YZkmVH7H5HKKxRISF3imvgffTol7VLB3yyxEs70-Flo/edit>

You are requested to kindly direct the Training & Placement Coordinators of your department/campus to share the information with the concerned students. **Last date of online registration is Oct 27, 2023 before 1500 hrs.**

For any further queries, you may please call Dr. M S Bedi, Assistant Director (T&P), @ +91-9478098076.

With profound regards,


Er. Navdeepak Sandhu
Deputy Director (T&P)

“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

Job Description

- Identify and develop strategic relationships with potential customers.
- Develop a strong pipeline of new customers through direct or indirect customer contact and prospecting.
- Ongoing monitoring and analysis of pipeline to review performance & optimise accordingly to ensure objectives are met.
- Maintaining strong follow-ups and regular feedback calls.
- Creating lead engagement plans and strategy.
- Studying the details of each offering and remaining abreast of updates to these offerings.
- Efficient and effective lead utilisation with consistent follow-ups, low Turn-Around-Time (TAT) and increased connectivity with multiple attempts.
- Update and create tailored client proposals and negotiate further to close the deals Building cross-discipline relationships in the organisation, partnering closely with the growth and marketing team, providing feedback and insights.

Eligibility Criteria

- Final year students with no more than 3 arrears.
- Minimum GPA of 5.0
- Students with previous experience in business development roles will be given priority.