



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/21.....

Dated Feb/16/2024...

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

Sub: Skolar (www.skolar.in) – Joint Campus Placement Drive.

Dear Sir/Madam

I K Gujral Punjab Technical University invite students of its campuses & affiliated colleges to participate in Skolar – Joint Campus Placement Drive as per the below mentioned details:-

Designation : Business Development Trainee **(Details attached)**
Course/ Stream : UG & PG (All streams)
Salary Package : **During 4 months probation period:-** 18k + 15k (Incentives on over achieving the targets)
Training period:- (First 10 days unpaid)
After probation:- 6.00 LPA - 9.00 LPA
Job Location : Bengaluru
Batch Eligible : 2023 passed out & 2024 passing out
Eligibility Criteria : 50% throughout
Selection Process : Interview

Interested students may register at the below mentioned link:-

https://docs.google.com/forms/d/14l0F_n3zA-6deh6QW5Z8Qw_PiIKGG4wY55WwpwE1lfU/edit

You are requested to kindly direct the Training & Placement Officer/Coordinator of your college/campus to share the information with the concerned students. **Last date of online registration is Feb 20, 2024 before 1300 hrs.**

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

With profound regards,


Er. Navdeep 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



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JOB DESCRIPTION - BUSINESS DEVELOPMENT TRAINEE

Greetings from Skolar!

This is an expression of an interest in participation in the recruitment process at your college for the final year students.

Company Profile: Skolar aims to provide the finest project-based education to learners, helping them in getting placed in their dream companies by providing them with the right training and path to outperform their interviews. We dedicate our platform to providing you with the very best mentorship on our courses, with an emphasis on Interactive learning style, a great mentorship workaround, and affordability across all the courses thus helping students achieve more holistic education and prepare them for better career opportunities.

Designation: Business Development Trainee

Eligibility: Graduation/Post Graduation (Minimum 50%)

Roles and Responsibilities:

1. Work closely with the Sales and Marketing team in assisting the growth of the business by acquiring new business leads.
2. Pitch and promote SKOLAR's services to prospective clients
3. Career counselling of prospective students and understanding their learning objectives to offer relevant products to them. Build sales leads through referrals and cold calling to generate sales (monthly target/revenue oriented)
4. Collaborate with the Sales and Marketing team to plan and oversee new marketing initiatives Set up meetings to prepare and deliver pitches to prospective clients
5. Follow up with potential clients
6. Work with team members to identify and manage risks

Job Skills & Qualification:

1. Graduation in any degree
2. Strong communication skills
3. Critical and out-of-the-box thinking
4. Excellent organizational and leadership skills
5. Ability to perform well under pressure in a fast-paced environment ability to work in a target driven environment.

Working Days: 6 days' work/week (Saturday and Sunday Mandatory working)

Probation Period: 04 Months



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Package

During Training/Probation Period: INR 18,000 + up to INR 15,000 (Incentives).
(First 10 days Unpaid): Candidates will undergo a 10 Days training period.

Note: Throughout the probationary period, candidates are encouraged to focus on their professional development, and paid leave may not be available during this phase, meeting performance targets is considered an integral part of the growth process.

Post Training/Probation Period: 6 to 9 LPA (Based on performance during Probation period). The Benefits and Perks of Becoming a BDA/BDE Incentives are given out on a monthly basis, with top performers receiving bonuses and recognition.