



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/17.....

Dated Feb 09/2024...

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

Sub: Teachnook (www.teachnook.com) – Joint Campus Placement Drive.

Dear Sir/Madam

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

Designation : Academic Counsellor (**Details attached**)  
Course/ Stream : Graduation & Post Graduation (Any stream)  
Salary Package : **During six months training-** UG:- INR 15,000 + INR 10,000 (Incentives)  
PG:- INR 18,000 + INR 12,000 (Incentives)  
**Training period: First 10 days (unpaid)**  
**After training:-** UG:- 4.00 LPA to 6.00 LPA  
PG:- 6.00 LPA - 9.00 LPA  
Job Location : Bangalore  
Batch Eligible : 2023 passed put & 2024 passing out  
Selection Process : Interview

Interested students may register at the below mentioned link:-

[https://docs.google.com/forms/d/1\\_62uZ7a5HLNcrVcvGXYiPAYo0VUEaRKGwNRQ40-jhb0/edit](https://docs.google.com/forms/d/1_62uZ7a5HLNcrVcvGXYiPAYo0VUEaRKGwNRQ40-jhb0/edit)

You are requested to kindly direct the Training & Placement Officer/Coordinator of your campus/college to share the information with the concerned students. Last date of online registration is Feb 12, 2024 before 1500 hrs.

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

With profound regards,

Er. Navdeepak Sandhu  
Deputy Director (T&P)

*Navdeepak Sandhu*  
09/11/24

**“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 - ACADEMIC COUNSELLOR

**Company Name :** Teachnook

**Industry :** Edutech

**Company Overview :** Teachnook is an edutech firm that is redefining the e-learning experiences with an AI-based model. We have worked very closely with the student community to ensure the development of a system and environment that would help close the knowledge gap that students tend to struggle with. Our mission is to ensure that no student is left behind and gets an equal opportunity to realize their true potential. We have designed a knowledge platform that is accessible to all from anywhere in the world.

**Job Role:** Academic Counsellor

### **Roles and Responsibilities:**

1. Procuring new clients through direct contact, word-of-mouth and collaboration with the sales & marketing team.
2. Oversee the sales process to attract new clients.
3. Suggesting upgrades or added products and services that may be of interest to clients.
4. Making multiple outbound calls to potential clients.
5. Crafting business proposals and contracts to draw in more revenue from clients.
6. Prepare and deliver pitches to potential clients.
7. Maintain fruitful relationships with clients and address their needs effectively.
8. Enthusiastic to build good relationships with people.

**Job Skills & Qualifications:**

1. Any graduation is preferred.
2. Excellent verbal and written communication skills & the ability to call, connect and interact with potential customers.
3. Able to professionally and confidently communicate.
4. Excellent analytical and time management skills.
5. Ability to work independently or as an active member of a team.
6. Demonstrated and proven sales results.

**Location:** Bangalore(Work from Office)

**Working Days:** 6 days work per week(Saturday & Sunday mandatory working)

**Package:**

**During Training:-**

UG = INR 15,000 + INR 10,000(Incentives)

PG = INR 18,000 + INR 12,000(Incentives)

**Post Training:-**

UG = 4 to 6 LPA

PG = 6 + 3 LPA

**Rewards and perks of being an Academic Counsellor:** Monthly incentives, roll out incentives, bonuses and honour for top performers.

**Website link:** <https://www.Teachnook.com/>