



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/49.....

Dated March/26/2024

Dean (Academics)/Directors
All the University Campuses
I K Gujral Punjab Technical University

Sub: Intellipaate Software Solutions - Joint Campus Online Internship & Placement Drive.

Dear Sir/ Madam

I K Gujral Punjab Technical University invite students of its campuses to participate in Intellipaate Software Solutions - Joint Campus Online Internship & Placement Drive as per the below mentioned details:-

Designation : Business Development Associate (**Details attached**)
Course/Stream : UG/PG (All streams) (excluding Bachelor of Arts)
Job Location : Bangalore
Batch Eligible : 2024 passing out
Selection Process : Group Discussion & Interview

Salary Package:-

- Fixed Yearly Pay for first 6 months: **22,000 INR** Fixed per month
- Variable Yearly Pay: Performance Based Incentives up to **30,000 INR** per month.
- After 6 Months of training: Fixed Yearly Pay: **362,400 INR**
- Variable Yearly Pay: **3,62,600 INR** (There is no cap on Variable Pay)
- **Total CTC: 7,25,000 INR (Candidates can earn up to 30,200 INR Fixed + 30,200 INR Performance Based Incentives)**

Interested students may register at the below mentioned link:-

<https://docs.google.com/forms/d/1ePoD7wc0v0vZYywhEa54yIXhTMzGGFTvWEk50DJCijI/edit>

You are requested to kindly direct the Training & Placement Faculty Coordinator of your campus/department to share the information with the concerned students. **Last date of online registration is April 01, 2024 before 1100 hrs.**

With profound regards,


Er. Navdeepak Sandhu
Deputy Director (CR&A)

CC: All Concerned.

“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



'Leading Education Technology Company'

Job description For “Business Development Trainee/Associate”

About Us-

Intellipaate is the leading global online professional training provider and create courses in collaboration with top MNCs and universities such as IIT Madras, IIT Roorkee, IIT Guwahati, IBM, Microsoft, etc., with more than 1 Million learners and 200+ corporates across 55+ countries learning on our platform. We are offering some of the most updated, industry-designed certification training programs which includes courses in Big Data, Data Science, Artificial Intelligence and 150 other top trending technologies.

We help professionals make the right career decisions, choose the trainers with over a decade of industry experience, provide extensive hands-on projects, rigorously evaluate learner progress and offer industry-recognized certifications. We also assist corporate clients to upskill their workforce and keep them in sync with the changing technology and digital landscape.

Responsibilities Include:

- Calling the leads provided in the CRM and understanding their requirements of career up-skilling and pitch the right course as per their needs.
- Consistently achieve revenue targets in line with team/organizational objectives.
- Proactively identifying cross-selling/up-selling opportunities with existing customers.
- Identifying references through the existing customer base to increase the sales pipeline.
- Should be maintaining all customer interactions in the CRM.
- Should have decent exposure working with any CRM like Salesforce, Zoho, etc.
- Managing all pre-sales to post-sales support activities for the assigned leads.
- Follow up on leads and conduct research to identify potential prospects.
- Consistently achieve revenue targets in line with team/ organizational objectives.
- To understand customer requirements in the geography assigned and future product portfolio improvement based on past customer feedback.

Skills Preferred:

- Excellent spoken and verbal skills
- Ability to persuade and negotiate
- Ability to work under stress
- Ability to work in a team
- Fast-learner, keen on details, and self-motivated

Qualification: Any Graduation / Post Graduation

Number of working days- 6 days

Working Hours- Total 9 Hours Including 1 hour Break Total productive Hours is 8 hours

Compensation:**For Both Interns and Full Time Employees:**

22000 In hand Fixed salary for Six Months

@ this six months period you can earn the Performance Based Incentives up to 15000 per month

Once you Completes your six months of training period the CTC will be 7, 25,000(Seven Lakh and

Twenty Five Thousand Rupees)In which 3,62,400 Fixed + 3,62,600 Performance Based Incentives =

Total 7,25,000

Your First Month salary will be on Hold and will be released along with your Fourth Month Salary

You will receive your second and Third Month On Time but Only the 1st Month Will be Processed along with the 4th Month Salary this is just For the Retention purpose as per the Company Norms Will be same

For all the Employees (Interns + Full Time)

Note:

No Agreement, Bond or Contract will be taken from Company side if you want to leave the company @ any point of time you just want to serve the notice period and you can relieve from us.

Company will provide leaves only for Final Examinations not for Internals and No Preparatory Leaves allowed

It's Purely Work from Office No work from Home is provided and our office is located @ Primeco Towers, Arekere ,Bangalore, so who are agreeing for the same can apply.

Our Location:

6th Floor, Primeco Towers, Arekere Gate Junction, Bannerghatta Main Road, Bengaluru,

Karnataka 560076

www.intellipaat.com
