



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/54.....

Dated. April/05/2024

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

Sub: Bajaj Allianz Life Insurance Company Ltd. - Joint Campus Placement Drive.


Dear Sir/Madam

In reference to Letter No. IKGPTU/CRA/44 Dated. March 21, 2024, it is informed that Bajaj Allianz Life Insurance Company Ltd. - Joint Campus Placement Drive is scheduled on April 09, 2024 (Tuesday) at 1000 hrs onwards. Venue will be Shri Guru Nanak Dev Ji Auditorium, IKG PTU main campus, Kapurthala.

You are requested to kindly direct the Training & Placement Officer/Coordinator of your college/campus to circulate the information to the concerned students.

For any further queries, you may please call Mr. Simranjit Singh (T&P Office), IKG PTU @ 9814188971.

With profound regards,

  
Er. Navdeepak Sandhu  
Deputy Director (CR&A)

CC:

- Hon'ble Vice Chancellor, IKG PTU, For his kind information
- Head, Centre for Training & Placement, IKG PTU, for his kind information

**"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



**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/...44.....

Dated. March/21/2024

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

**Sub: Bajaj Allianz Life Insurance Company Ltd. (www.bajajallianzlife.com) - Joint Campus Placement Drive.**

**Dear Sir/Madam**

I K Gujral Punjab Technical University invite students of its campuses & affiliated colleges to participate in Bajaj Allianz Life Insurance Company Ltd. - Joint Campus Placement Drive as per the below mentioned details:-

Vertical	Education Criteria	Role	CTC Offered (Appx.)
IB (Profile attached)	Graduate	Relationship Manager-Sales Trainee	3.0 LPA
	Postgraduate	Senior Relationship Manager - Management Trainee	3.5 LPA
Agency (Profile attached)	Graduate	Senior Sales Manager	3.0 LPA
	Postgraduate	Executive Sales Manager	3.5 LPA
Balic Direct (Profile attached)	Graduate	Senior Financial Service Manager - Sales Trainee	3.0 LPA
	Postgraduate	Relationship Manager-Sales Trainee	3.5 LPA
RPD sales (Profile attached)	Graduate	Junior Territory Manager	3.5 LPA
	Postgraduate	Associate Territory Manager-1	4.0 LPA

Course/Stream : BBA/BCA/B.Sc/B.Com/MBA/MCA/M.Sc/M.Com/BA/MA **(Except B.Tech/M.Tech)**

Job Location : Any district of Punjab

Batch Eligible : 2023 passed out & 2024 passing out

Selection Process : Interview

**Interested students may register at the below mentioned link:-**

<https://forms.office.com/Pages/ResponsePage.aspx?id=hWfjRo8a9EaWQUCHKrjuD9GPueGEArVNrNejChLhU8xUQkcwUVNWMVY0VjhXWVRZQkFFTkdbTK9XRC4u>

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I.K. GUJRAL PUNJAB TECHNICAL UNIVERSITY JALANDHAR, KAPURTHALA  
Office of Corporate Relations & Alumni

Ref. No. IKGPTU/CRA/44.....

Dated.. March/31/2024

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 March 26, 2024 before 1300 hrs.**

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

With profound regards,

Er. Navdeepak Sandhu  
Deputy Director (T&P)

*Navdeepak Sandhu*  
21/11/24

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## JOB DESCRIPTION

<b>Role Title</b>	<ul style="list-style-type: none"> <li>• Relationship Manager-Sales Trainee (Graduate)</li> <li>• Senior Relationship Manager-Sales Trainee (PG)</li> </ul>
<b>Function/ Department</b>	IB

### 1. JOB PURPOSE

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency.
- Take responsibility for scanning the market for emerging opportunities.
- To devise and implement sales strategy

### 2. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

- Responsible for managing a key relationship of a very reputed and demanding Bank.
- Responsible for managing overall business for assigned area (4-5 branches) which involves business development, sales, relationship management, operational and training support, identifying new business opportunities, and meeting overall target assigned on new business.
- Responsible to establish productive, professional relationship with key personnel of assigned business vertical.
- Responsible for all operations, customer servicing and customer retention activities for the assigned business verticals.
- Responsible to drive business through credit life /group initiatives to achieve monthly, quarterly & yearly business targets
- Responsible for business tracking, analyzing and reporting business results at desired and periodic intervals to reporting authority.
- Responsible for compliant business practices and ensuring that employees of business vertical comply with ethical business practices for Insurance sale.
- Ability to deal with HNI Clients.
- Responsible to maintain high channel satisfaction ratings that meet company standards

### 3. SKILLS AND KNOWLEDGE:

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

#### *a) Qualifications*

- Graduate /Master's in business administration/ post- graduation in any stream.
- Communication in English, Hindi & other Regional Language (Local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never - say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

### 4. COMPENSATION OFFERED:

- **Graduate:** 3.0 Lakhs + Incentives (potential to earn up to 60,000 per month)
- **Postgraduate:** 3.5 Lakhs + Incentives (potential to earn up to 60,000 per month)

## JOB DESCRIPTION

<b>Role Title</b>	Senior Sales Manager
<b>Function/ Department</b>	Agency

### 1. JOB PURPOSE

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency.
- Take responsibility for scanning the market for emerging opportunities.
- To devise and implement sales strategy

### 2. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

- Responsible for quality team development and playing important role in expanding the market
- Building Distribution Network: Build a robust and profitable distribution network of Advisors & FLS.
- Productivity & Activation: To Manage productivity and activation of the Advisors within the team. To promote productivity of the field force. Establish good working habits for the force, undertake productivity improvement drives, organize specialized training programs.
- Recruitment of Advisors to ensure growth and productivity.
- Responsible for increasing share of business by offering entire range of products by achieving Monthly, Quarterly and Annual target.
- Managing product mix, persistency, Lead Conversion% etc
- Managing accurate maintenance & updating database.
- Achieving goal sheet & contest achievement on weekly basis.

### 3. SKILLS AND KNOWLEDGE:

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

#### *a) Qualifications*

- Master's in business administration/ post- graduation in any stream.
- Communication in English, Hindi & other Regional Language (Local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never - say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

### 4. COMPENSATION OFFERED:

- **Postgraduate:** 3.5 Lakhs + Incentives (potential to earn up to 60,000 per month)

## JOB DESCRIPTION

<b>Role Title</b>	<ul style="list-style-type: none"> <li>• Senior Financial Service Manager - Trainee</li> <li>• Relationship Manager-Trainee</li> </ul>
<b>Function/ Department</b>	BALIC Direct

### 1. JOB PURPOSE

(Summarize in one statement because the job exists; and how it contributes to the overall objective of the company)

- To plan and achieve business targets in the area productivity, new premium, persistency. Take responsibility for scanning the market for emerging opportunities. To promote a customer -centric culture among both staff and field force.

### 2. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

- Responsible for target achievement of Life Insurance.
- Acquire, build & maintain strategic relationships with clients sources, develops & analyses customer needs to establish a client centric business environment, proposes and implements solution. Cross sales, try to up sells and timely renewal of client's insurance requirements
- Responsible for increasing share of business by offering entire range of products by achieving Monthly, Quarterly and Annual target.
- Optimal use of given lead on daily basis & Achieving cost efficient operation.
- Managing product mix, persistency, Lead Conversion% etc
- Managing accurate maintenance & updating database.
- Achieving goal sheet & contest achievement on weekly basis.

### 3. SKILLS AND KNOWLEDGE:

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

#### a) *Qualifications*

- Graduate / Master's in business administration/ post- graduation in any stream.
- Communication in English, Hindi & other Regional Language (Local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never - say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

### 4. COMPENSATION OFFERED:

- **Graduate:** 3.0 Lakhs + Incentives
- **Postgraduate:** 3.5 Lakhs + Incentives

## JOB DESCRIPTION

<b>Role Title</b>	Junior Territory manager- RPD Sales
<b>Employee Interviewed</b>	
<b>Reports To</b>	AAM/DAM/AM/CM/ARH/RH/SRH/ZH
<b>Company</b>	Bajaj Allianz Life Insurance Company
<b>Function/ Department</b>	RPD Sales
<b>Written By</b>	
<b>Approved By (Jobholder)</b>	Yes
<b>Approved By (Immediate Superior)</b>	Yes
<b>Date (written on)</b>	22 Sep 2023

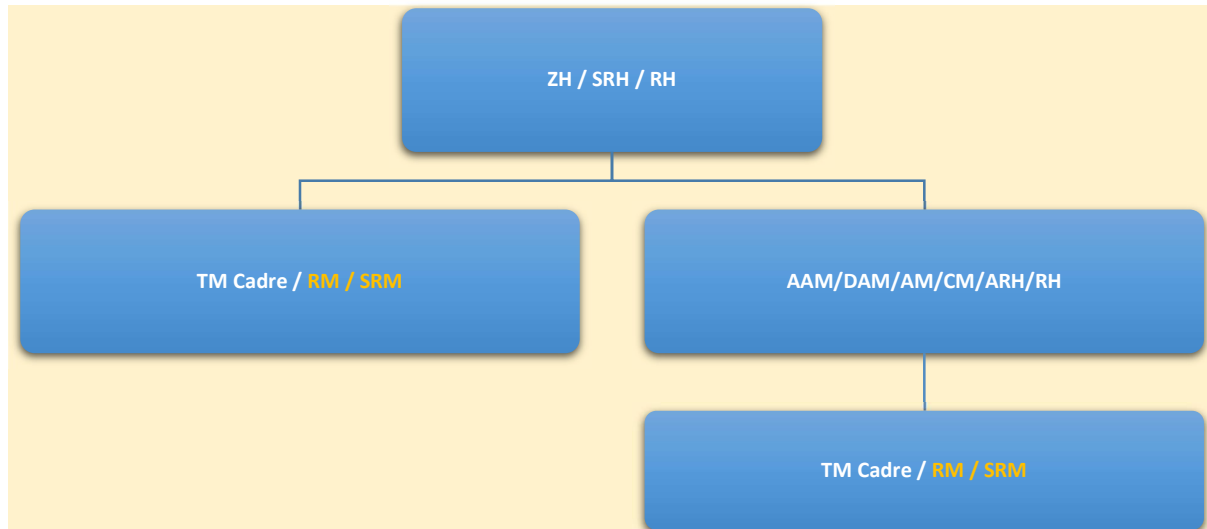
### 1. JOB PURPOSE

(Summarize in one statement why the job exists; and how it contributes to the overall objective of the company)

- Achieve assigned goal sheets with continuous increase of average Productivity & maintain required persistency,
- Market scan for emerging opportunities to find Partners and Advisor & implement sales strategy as received.
- Responsible for recruitment, training & partner in JFWs with the RPs/ICs
- Conduct periodic reviews & meetings with distribution to ensure activation & productivity

### 2. ORGANISATIONAL CHART

(First level reporting chart for the job)



**3. PRINCIPAL ACCOUNTABILITIES**

(Accountabilities associated with the Job)

<p><b>Sales</b></p> <ul style="list-style-type: none"> <li>▪ Responsible for driving topline through RPs/Agents and ensure that monthly, quarterly &amp; annual goal sheets are met</li> <li>▪ Training &amp; development of all RP/IC cadre to ensure sales team in fully equipped with products knowledge, compensation, and market/industry updates.</li> <li>▪ Plan &amp; execute activities/strategies which can improve business.</li> <li>▪ Responsible for supporting RPs in conducting BOPs/COPs for recruitment of ICs &amp; RPs</li> </ul> <p><b>Sales review</b></p> <ul style="list-style-type: none"> <li>▪ Periodically conduct reviews with RPs/ICs to monitor progress on set objectives, track deviations and provide recommendations on course correction to ensure achievement on each parameters.</li> <li>▪ Daily call monitoring of Partners and partner in JFWs for smooth execution of business.</li> </ul> <p><b>Support &amp; Service</b></p> <ul style="list-style-type: none"> <li>▪ To ensure all support/service is rendered to the customer by coordinating with HO/Regional departments and maintain fair &amp; good relationship with the customers.</li> <li>▪ Responsible to implement new changes/process implementing by the organization to the team.</li> <li>▪ Ensure customer complaints/grievance are addressed.</li> </ul> <p><b>Goal Setting with partner</b></p> <ul style="list-style-type: none"> <li>▪ Allocate and cascade targets to the team, basis evaluation of business potential and team capabilities across territory managed.</li> <li>▪ Provide guidance in chasing/ converting/ generating business from RP's of the territory.</li> </ul> <p><b>Team Building</b></p> <ul style="list-style-type: none"> <li>▪ Ensure new RPs recruitment &amp; IC recruitment on regular basis</li> <li>▪ Ensure Partner's achieve their goal sheet and earn variable earning.</li> <li>▪ Facilitating constant rewards &amp; recognition for team members.</li> <li>▪ Track IC to IRP promotions regularly</li> </ul>
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**4. SKILLS AND KNOWLEDGE**

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

**Educational Qualifications**

<p><i>a) Qualifications</i></p> <ul style="list-style-type: none"> <li>▪ Minimum Qualification required: Graduate/Post- Graduate</li> </ul>
<ul style="list-style-type: none"> <li>▪ <i>Work Experience</i></li> <li>▪ Communication in English, Hindi &amp; other Regional Language (Local candidate will be preferred)</li> <li>▪ Keen to work in a highly competitive environment.</li> <li>▪ Right attitude &amp; never – say- die mind-set.</li> <li>▪ Effective planning, time management and organizational skills</li> <li>▪ Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution</li> <li>▪ Leveraging business knowledge and technical aptitude.</li> </ul>

**5. COMPENSATION**

- Graduate: 3.5 L + Incentives (Potential to earn more than 1 L per month)



## JOB DESCRIPTION

<b>Role Title</b>	Associate Territory Manager-1- RPD Sales
<b>Employee Interviewed</b>	
<b>Reports To</b>	AAM/DAM/AM/CM/ARH/RH/SRH/ZH
<b>Company</b>	Bajaj Allianz Life Insurance Company
<b>Function/ Department</b>	RPD Sales
<b>Written By</b>	
<b>Approved By (Jobholder)</b>	Yes
<b>Approved By (Immediate Superior)</b>	Yes
<b>Date (written on)</b>	22 Sep 2023

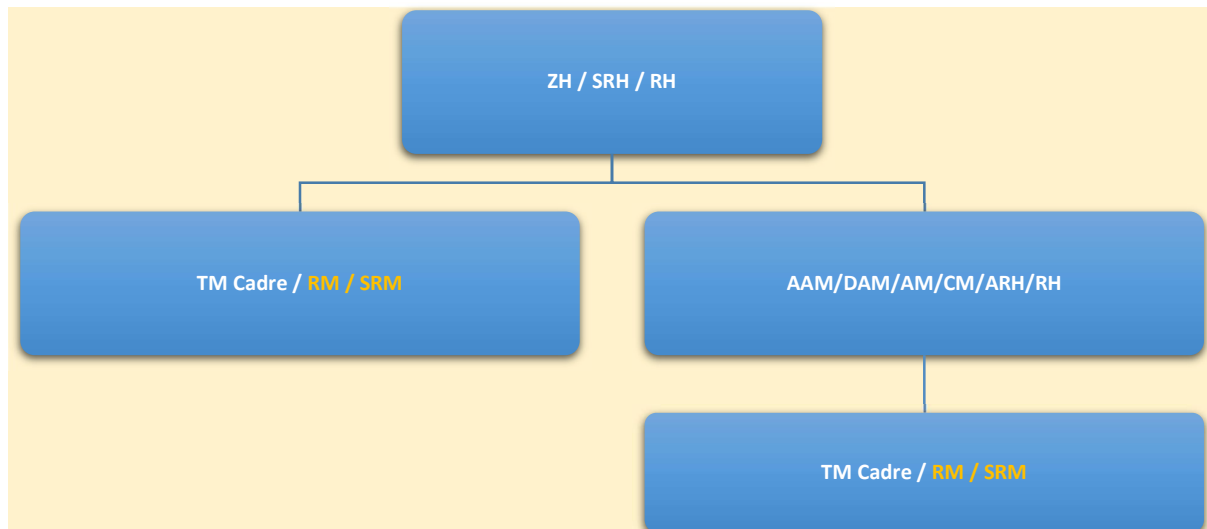
### 1. JOB PURPOSE

(Summarize in one statement why the job exists; and how it contributes to the overall objective of the company)

- Achieve assigned goal sheets with continuous increase of average Productivity & maintain required persistency,
- Market scan for emerging opportunities to find Partners and Advisor & implement sales strategy as received.
- Responsible for recruitment, training & partner in JFWs with the RPs/ICs
- Conduct periodic reviews & meetings with distribution to ensure activation & productivity

### 2. ORGANISATIONAL CHART

(First level reporting chart for the job)



### 3. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the Job)

<p><b>Sales</b></p> <ul style="list-style-type: none"> <li>▪ Responsible for driving topline through RPs/Agents and ensure that monthly, quarterly &amp; annual goal sheets are met</li> <li>▪ Training &amp; development of all RP/IC cadre to ensure sales team is fully equipped with products knowledge, compensation, and market/industry updates.</li> <li>▪ Plan &amp; execute activities/strategies which can improve business.</li> <li>▪ Responsible for supporting RPs in conducting BOPs/COPs for recruitment of ICs &amp; RPs</li> </ul> <p><b>Sales review</b></p> <ul style="list-style-type: none"> <li>▪ Periodically conduct reviews with RPs/ICs to monitor progress on set objectives, track deviations and provide recommendations on course correction to ensure achievement on each parameters.</li> <li>▪ Daily call monitoring of Partners and partner in JFWs for smooth execution of business.</li> </ul> <p><b>Support &amp; Service</b></p> <ul style="list-style-type: none"> <li>▪ To ensure all support/service is rendered to the customer by coordinating with HO/Regional departments and maintain fair &amp; good relationship with the customers.</li> <li>▪ Responsible to implement new changes/process implementing by the organization to the team.</li> <li>▪ Ensure customer complaints/grievance are addressed.</li> </ul> <p><b>Goal Setting with partner</b></p> <ul style="list-style-type: none"> <li>▪ Allocate and cascade targets to the team, basis evaluation of business potential and team capabilities across territory managed.</li> <li>▪ Provide guidance in chasing/ converting/ generating business from RP's of the territory.</li> </ul> <p><b>Team Building</b></p> <ul style="list-style-type: none"> <li>▪ Ensure new RPs recruitment &amp; IC recruitment on regular basis</li> <li>▪ Ensure Partner's achieve their goal sheet and earn variable earning.</li> <li>▪ Facilitating constant rewards &amp; recognition for team members.</li> <li>▪ Track IC to IRP promotions regularly</li> </ul>
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### 4. SKILLS AND KNOWLEDGE

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

#### Educational Qualifications

<p><i>a) Qualifications</i></p> <ul style="list-style-type: none"> <li>▪ Minimum Qualification required: Post- Graduate</li> </ul>
<ul style="list-style-type: none"> <li>▪ <i>Work Experience</i></li> <li>▪ Communication in English, Hindi &amp; other Regional Language (Local candidate will be preferred)</li> <li>▪ Keen to work in a highly competitive environment.</li> <li>▪ Right attitude &amp; never – say- die mind-set.</li> <li>▪ Effective planning, time management and organizational skills</li> <li>▪ Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution</li> <li>▪ Leveraging business knowledge and technical aptitude.</li> </ul>

### 5. COMPENSATION

- Postgraduate: 4 L + Incentives (Potential to earn more than 2 L per month)