



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/.....71.....

Dated April 25/2024

Directors/HoDs (All Academic departments)
All the University Campuses
I K Gujral Punjab Technical University

Sub: Corizo Edutech (www.corizo.in) – Campus Placement Drive.

Dear Sir/ Madam

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

Designation : Business Development Associate (**Job Description attached**)
Course/Stream : UG/PG (All streams)
Salary Package : **In probation:-** 15K + 10K(variable incentives)
After probation:- CTC : 4.00 LPA fixed + 2.50 LPA variable
Batch eligible : 2024 passing out
Selection Process : GD & HR Round


Interested students may register at the below mentioned link:-

https://docs.google.com/forms/d/1GbsLRVLWk-fChlPu5_3biyHU2VIsj1Q-tuzZx2f1vo/edit

You are requested to kindly direct the Training & Placement Faculty Coordinator of your college/campus to share the information with the concerned students. **Last date of online registration is April 28, 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)

“Propelling Punjab to a prosperous Knowledge Society”



CORIZO

Empowering Tomorrow's Leaders

JOB DESCRIPTION

About Us:

Corizo is an edtech platform that helps students with internships, professional training programs, career guidance, and mentorship. Our aim is to bridge the gap between formal education and the ever changing requirements of the industry.

At Corizo, we believe everyone should have the opportunity to create progress through technology and develop the skills of tomorrow. With assessments, learning paths and courses authored by industry experts, our platform helps individuals benchmark expertise across roles. Our mission is to train the world's workforce in the careers of the future. We partner with leading technology companies to learn how technology is transforming industries, and teach the critical tech skills that companies are looking for in their workforce.

Job Designation: Business Development Associate (BDA)

Roles and Responsibilities:

- 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.



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Skills Preferred:

- Excellent verbal and spoken communication skills (Preferably English).
- Ability to persuade and negotiate.
- Ability to work in a team.
- Self- motivated and able to handle pressure.
- Fast-learner, keen on details, and self-motivated.

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.
- All graduates and post-graduates are eligible.

Interview Rounds:

- 1.Group Discussion
- 2.Personal Interview (PI)

Compensation:

In probation- **15K + 10K(variable incentives)**

CTC : 4LPA fixed + 2.5LPA variable

Probation (Internship) of 3 months and full time job role based on performance.

Location: Bangalore (Work from Office)

Address: 5th floor, VMF2+7FJ Classic Arena, Hosur Rd, AECS Layout - A Block, Singasandra, Bengaluru, Karnataka 560068

<https://corizo.in/>