



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/67.....

Dated. April/23/2024

Directors/ HoDs
All the University Campuses
I K Gujral Punjab Technical University

Sub: YHills Edutech – Campus Placement Drive.

Dear Sir/ Madam

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

Designation : Business Development Executive (**Details attached**)
Course/ Stream : B.Tech (All streams)/ BBA & MBA
Salary Package : **Training period:-** 10 days (Unpaid)
During Probation duration:- 03 months - CTC INR 4.20 LPA (INR 2.20 LPA as a fixed pay and INR 2.0 LPA as incentive pay).
After training:- INR 7.25 LPA (INR 3.25 to INR 4.25 LPA as fixed pay plus INR 3.0 LPA as incentive pay) based on the performance.
Job location : Noida
Batch Eligible : 2024 passing out

Interested students may register at the below mentioned link:-

<https://docs.google.com/forms/d/1nLVRJWcnv397nL86EeQR4Y7JoDLHyIZMpk92JRpv9FA/edit>

You are requested to kindly direct the Training & Placement Coordinator of your campus/department 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”

I.K. Gujral Punjab Technical University
Jalandhar-Kapurthala Highway, Kapurthala -144 603. Phone : 01822-282506
E-mail : placements.ptu@gmail.com Website : www.ptu.ac.in

Job Description

Job Role: Business Development Executive

At YHills Edutech, we're seeking a qualified business development specialist to extend our reach through expert discovery and exploration of new and untapped business opportunities and relationships. Highly skilled at sales and business operations, this person will join and inspire a team of like-minded go-getters to achieve our company vision.

Objectives of this Role

- Handling Outbound calls, understanding customer needs and identifying sales opportunities.
- Managing both our existing sales pipeline and developing new business opportunities.
- Take a lead role in the development of proposals and presentations for new business materials to create and nurture business opportunities and partnerships.
- Identify trends and customer needs, building a short/medium/long-term sales pipeline in accordance with targets.
- Develop strategies and positions by analyzing new venture integration.
- Assist in the coordination and implementation of marketing strategies, and delegate tasks that achieve strategic goals.
- Motivate the team, track performance, and report metrics.
- Creating and maintaining a database of current and potential customers.

Daily and Monthly Responsibilities

- Monitor and evaluate industry trends and customer drivers and meet regularly with management and stakeholders to discuss strategy.
- Generate new leads, identify, and contact decision-makers, screen potential business opportunities, select the deals in line with strategies, and lead and facilitate pitch logistics.
- Develop and implement overarching outbound sales and business development strategy, sales processes, structure, and best practices across the company.
- Support deal structure and pricing with business value analysis; negotiate prices for proactive bids and proposals.
- Maintain and share professional knowledge through education, networking, events, and presentations.

Skills and Qualifications

- Bachelor's degree in engineering or management.
- Excellent verbal and written communication skills.
- Time Management skills.
- Proven ability to plan and manage resources.
- Ability to deliver presentations.
- Interpersonal skills and ability to build rapport with clients.
- Good listening and problem-solving skills.

Training period : 10 Days (Unpaid)

Probation Duration: 3 Months

Salary Structure

- In the probation period, the CTC is INR 4.20 LPA (INR 2.20 LPA as a fixed pay and INR 2.0 LPA as incentive pay).
- The CTC after successful completion of the probation period of three months is INR 7.25 LPA (INR 3.25 to INR 4.25 LPA as fixed pay plus INR 3.0 LPA as incentive pay) based on the performance.

Job Location

B-98, YHills, Noida, Sector-02, 201301

Working Days & Hours

- 6 Working days (Weekends Mandatory)
- 11:00 AM to 08:00 PM