



ਆਈ. ਕੇ. ਗੁਜਰਾਲ ਪੰਜਾਬ ਟੈਕਨੀਕਲ ਯੂਨੀਵਰਸਿਟੀ ਜਲੰਧਰ, ਕਪੂਰਥਲਾ
I.K. GUJRAL PUNJAB TECHNICAL UNIVERSITY JALANDHAR, KAPURTHALA
Centre of Training and Placement

Ref. No. IKGPTU/T&P/24.....

Dated. Aug/12/2024

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

Sub: Learningshala-Vagmine Education LLP - Joint Campus Placement Drive.

Dear Sir/Madam

I K Gujral Punjab Technical University invite students of its campuses to participate in Learningshala-Vagmine Education LLP - Joint Campus Placement Drive as per the below mentioned details:-

Designation : Business Development Executive/Business Development Associate
(Details attached)

Course/ Stream : B.Tech (All streams)/BBA/BA(JMC)/MBA/MA(JMC)

Package/Stipend : For UG:- 5.64 LPA to 5.88 LPA
For PG:- 5.88 LPA to 6.24 LPA

Job Location : Nirman Vihar, Delhi

Batch Eligible : 2024 passed out

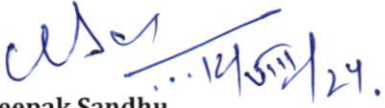
Interested students may register at the below mentioned link:-

<https://docs.google.com/forms/d/1wU4IEcKOOI18TsXZVSY-9LN2yV0b3Lx3rkmWzrDpMKQ/edit>

You are requested to kindly direct the Training & Placement Faculty Coordinator of your campus/department share the information with the concerned students. **Last date of online registration is August 16, 2024 before 1100 hrs.**

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

With profound regards,


Er. Navdeepak Sandhu
Deputy Director (T&P)

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
E-mail : placements@ptu.ac.in Website : www.ptu.ac.in



Learningshala-Vagmine Education LLP.

Position & Role - Business Development Executive/Business Development Associate

Industry - Edtech

Location – Nirman Vihar, Delhi

Skills

1. Good Communication Skills
2. Genuine Enthusiasm for the Company and Product
3. Flexible to prioritize and adapt to multitasking and overcome challenges.
4. Customer focused Mindset
5. Active Listening and Trust Building
6. Customer –Focused Mindset

Qualifications: -

Post Graduate	MBA/ MMS/ PGDM/M.COM
Graduate	BBA/ B.Tech/B.COM/BMS/BA

Key Responsibility Areas

- Cold Calling & Lead Generation to increase the sales output
- Work on Corporate Data Sources and Allotted Leads
- Career & Education Counseling for Working Professionals
- Interpersonal Skills for End - to - End Sales
- Manage and Achieve Daily, Weekly, and Monthly Work Reports
- Ability to reach out to the customers directly
- Ability to Learn Quickly and Accept Feedback

Why Learningshala-Vagmine Education is a Good Fit for you?

Learningshala-Vagmine Education is one of the leading education services startups catering to the needs of working professionals by offering them varied choices in management programs from India's top Business Schools.

Our sweet spot lies in dynamic growth opportunities for the fresher as our clientele list ranges from Top company executives and Managers, hence the students learn how to deal with crème de la crème society.

- Work with experienced Sales Executives
- Learn the nuances of sales
- An inclusive workplace
- A balance between work and festive activities
- Post-Admission service facilities.

Remuneration for Graduates

		Annually
Fixed Salary (Fixed Compensation)	Rs.25,000-27,000	Rs.3,00,000-3,24,,000
Meeting Allowance (Payable For Outdoor Meeting)	Rs.1,500	Rs.18,000
Monthly Incentives* (Subject to Target Achievement)	Rs.20,000	Rs.2,40,000
Mobile Reimbursement	Rs.500	Rs.6,000
TOTAL CTC	Rs.47,000-49,000	Rs. 5,64,000-5,88,000

Remuneration for Post Graduates

		Annually
Fixed Salary (Fixed Compensation)	Rs.27,000-30,000	Rs. 3,24,000-3,60,000
Meeting Allowance (Payable For Outdoor Meeting)	Rs.1,500	Rs.18,000
Monthly Incentives* (Subject to Target Achievement)	Rs.20,000	Rs.2,40,000
Mobile Reimbursement	Rs.500	Rs.6,000
TOTAL CTC	Rs.49000-52,000	Rs. 5,88,000-6,24,000

Benefits

- Yearly and attendance bonus
- Monetary rewards + Gifts in monthly Contests
- Monetary rewards + Gifts in Semi - Annual Contest
- Increment in salary post probation period
- In-house growth and improved designations

Hiring Process



Hiring and Selection Process

-  Pre-placement talk
-  Group Discussion
-  Impromptu Round (optional)
-  Assessment of personality, communication & confidence
-  Assessment of Sales Skills