



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/40.....

Dated Sept 13/2024

**Directors/ Principals  
All the University Campuses & It's Affiliated Colleges  
I K Gujral Punjab Technical University**

**Sub: Jaro Education (www.jaroeducation.com) - Joint Campus Placement Drive.**

**Dear Sir/Madam**

I K Gujral Punjab Technical University invite students of its campuses & affiliated colleges to participate in Jaro Education - Joint Campus Placement Drive as per the below mentioned details:-

Venue : IKG PTU main campus, Kapurthala  
Designation : Graduate Trainee / Management Trainee  
Course/ Stream : BCA/ BBA/ MBA/ MCA/ B.Tech/M.Tech (All streams)/BA/MA (JMC)/B.Sc/M.Sc (All streams)  
Salary Package : Details attached  
Job location : **Zone 1:-** Mumbai, Pune, Bengaluru, Hyderabad, Chennai & Gurugram  
**Zone 2:-** Lucknow, Chandigarh, Jaipur, Ahmedabad & Kochi  
Batch Eligible : 2025 passing out  
Selection Process : GD & Interview

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

<https://docs.google.com/forms/d/1yKH6WhyOYHt6CcJTp7oNREQ8HDVQ5cDKa4pmjh1e2V0/edit>

You are requested to kindly direct the Training & Placement Officer/ Faculty Coordinator of your campus/college to share the information with the concerned students. **Last date of online registration is Sept 18, 2023 before 1700 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 : 01822-282580  
E-mail : placements@ptu.ac.in Website : www.ptu.ac.in

# jaro education

**Company Profile** - Jaro Education is India's most trusted online higher - education company. Founded in the year 2009 by Dr. Sanjay Salunkhe, we are self - funded & profitable since our inception. Jaro Education has been the first - mover & a pioneer in the executive & online - education industry.

**Website** - [www.jaroeducation.com](http://www.jaroeducation.com)

## **Awards & Accolades** -



## **Academic Partners** -

- IIM Ahmedabad.
- IIM Kozhikode.
- IIM Mumbai.
- IIM Indore.
- IIT Madras.
- IIT Delhi.
- IIT Roorkee
- IIT Guwahati
- Wharton Interactive School (University of Pennsylvania).
- Rotman School of Management.
- Swiss School of Management.
- Amrita University.
- XLRI – Xavier Institute of Management
- Symbiosis School for Online and Digital Learning
- Manipal University.
- Bharti Vidyapeeth University & many more ...

**Department** - Sales (Career Development).

**Designation** - Graduate Trainee / Management Trainee (basis - educational qualification).

**Role & Responsibilities** -

- By connecting each day with a minimum of 80 working professionals - our primary target audience, from the database / leads present on the lead - squared CRM software, you are expected to create a pool of genuine prospects.
- At this point, identifying the need for up - skilling depending on the customer's area of interest becomes imperative, so as to ensure a better conversion rate.
- Moreover, providing prospective customers with a detailed information about the programs being offered, through telephonic / video - counselling or an in - person meeting, further helps in creating a strong pipeline for the days ahead.
- Basically, you are responsible for ensuring daily deliverables are successfully met alongside weekly / monthly enrolment targets.
- As observed, this is an 'End - to - End Sales' role wherein, you initiate conversations with a cold - calling activity & eventually, lead it towards final closures.

**Working Days** - Monday to Saturday

**Office Timings** - 10:00 a. m. to 7:00 p. m.

**Dress Code** -

- Monday to Friday - Business - formals.
- Saturday - Smart - casuals.

**Remuneration Structure (Zone 1) -**

<b>Locations*</b>	<b>Mumbai, Pune, Bengaluru, Hyderabad, Chennai &amp; Gurugram</b>	
<b>Category</b>	<b>Graduates</b>	<b>Post - Graduates</b>
<b>Fixed Component</b>	<b>Rs. 40,000 to Rs. 50,000</b>	<b>Rs. 50,000 to Rs. 60,000</b>
<b>Additional H. R. A.**</b>	<b>Rs. 5,000</b>	<b>Rs. 5,000</b>
<b>Performance - cum - Continuity Bonus</b>	<b>Rs. 3,500</b>	<b>Rs. 4,500</b>
<b>Monthly Incentives</b>	<b>Rs. 10,000</b>	<b>Rs. 15,000</b>
<b>Travel Reimbursement</b>	<b>Rs. 3,000</b>	<b>Rs. 3,000</b>
<b>Total (Monthly)</b>	<b>Rs. 61,500 to Rs. 71,500</b>	<b>Rs. 77,500 to Rs. 87,500</b>
<b>Total (Annual C. T. C.)</b>	<b>Rs. 7,38,000 to Rs. 8,58,000</b>	<b>Rs. 9,30,000 to Rs. 10,50,000</b>

**(Zone 2) -**

<b>Locations*</b>	<b>Lucknow, Chandigarh, Jaipur, Ahmedabad &amp; Kochi</b>	
<b>Category</b>	<b>Graduates</b>	<b>Post - Graduates</b>
<b>Fixed Component</b>	<b>Rs. 30,000</b>	<b>Rs. 40,000</b>
<b>Performance - cum - Continuity Bonus</b>	<b>Rs. 3,500</b>	<b>Rs. 4,500</b>
<b>Monthly Incentives</b>	<b>Rs. 10,000</b>	<b>Rs. 15,000</b>
<b>Travel Reimbursement</b>	<b>Rs. 3,000</b>	<b>Rs. 3,000</b>
<b>Total (Monthly)</b>	<b>Rs. 46,500</b>	<b>Rs. 62,500</b>
<b>Total (Annual C. T. C.)</b>	<b>Rs. 5,58,000</b>	<b>Rs. 7,50,000</b>

**\*Candidates can choose upto 3 preferred job locations. However, basis - requirements the final job location will be allocated accordingly.**

**\*\*Additional H. R. A. is provided only upon relocation to Mumbai. Candidates currently residing in Mumbai are not entitled to this component.**