



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/173.....

Dated 24/Jan/2025....

Directors/ Principals

**All the University Campuses & it's Affiliated Colleges
I K Gujral Punjab Technical University, Jalandhar**

Sub: Niva Bupa Health Insurance Ltd. – Joint Campus Placement Drive.

Dear Sir/Madam

I K Gujral Punjab Technical University invite students of its campuses & affiliated colleges to participate in Niva Bupa Health Insurance Ltd. – Joint Campus Placement Drive as per details mentioned below:-

Designation	:	JDs attached
Course/Stream	:	All UG & PG Course
Job Location	:	Pan India
Salary Package	:	For UG:- 2.70 LPA + Incentives upto 1.00 Lakh For PG:- 3.10 LPA + Incentives upto 1.00 Lakh
Batch eligible	:	2024 passed out 2025 passing out
Eligibility Criteria	:	55% in 12 th class
Selection Process	:	Pre-placement talk, Online Assessment & Interview

Interested students may register at the link mentioned below:-

<https://docs.google.com/forms/d/1m6ywsq-ENCGeoydZuba6iRC6Wsf0xBWssjYJ1oeNXo/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 31-Jan-25 before 1300 hrs.*

Date & Time of the selection process will be informed later on.

For any further queries, you may please call the undersigned @ +91- 9478098136.

With profound regards,


Er. Mohit Jain
Assistant Registrar (T&P)

CC:

1. SVC: For kind information of the Hon'ble Vice Chancellor
2. Registrar: For kind information
3. Head (CT&P): For kind information
4. Deputy Director (T&P): For kind information
5. File

“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

Position	Assistant Manager (for Post Graduates)	Relationship	Location	PAN India
Grade	M8		Department	Bancassurance
Our Purpose	At Niva Bupa, our purpose is “to give every Indian the confidence to access the best healthcare”.			
Our Values	Commitment, Innovation, Empathy, Collaboration & Transparency			

About Niva Bupa Health Insurance Company

Niva Bupa Health Insurance Company Limited (formerly known as Max Bupa Health Insurance Company Limited) is a joint venture between Bupa, a leading international healthcare company with a legacy of providing specialized healthcare services for over 70 years and Fettle Tone LLP (an affiliate of True North Fund VI LLP), a leading Indian private equity firm.

Niva Bupa is an Equal Opportunity Employer committed to achieving diversity within its workforce, and encourages all qualified applicants to apply, irrespective of gender, age, sexual orientation, disability, culture, religious and ethnic background. We welcome specially-abled professionals to join our team.

For More information visit our website : www.nivabupa.com.

Key Roles & Responsibilities

This is hardcore field Sales Job.

- Achieve assigned annual target of the branch by driving sales across all customer segments- Business mix in terms of blended premium & no. of cases.
- Maintain cordial relationship with bank staff and resolve escalations with in TATs
- Need to travel across multiple assigned 10-20 bank branches.
- Should be open to travel between 50 – 100 kms.
- Regular product training / refresher to the sales force of the branch
- Ensure activation of bank’s sales force on a weekly, fortnightly, and monthly basis
- Drive branch customer awareness program and explore every possible opportunity to bundle the health insurance proposition
- Drive effectively the Reward and recognition programs launched for the bank staff
- Two / Four - wheeler & Driving License is mandatory.

Compensation

CTC	Fixed Compensation (Fixed CTC is subject to Statutory, Tax deduction as applicable)	INR 3,10,000/-	
	Retention Bonus after 12 months (The employee should be active and not resigned of the company at the time of retention bonus payout)	INR 40,000/-	
	Total Compensation	INR 3,50,000/-	
Performance Linked Earning Capacity	Incentives Upto (Subject to achieving targets, Incentives as per the Sales Incentives Policy)	INR 60,000/-	
	Conveyance Allowances upto (Subject to achieving targets, Conveyance Allowances as per the conveyance policy)	INR 40,000/-	
	Total	INR 1,00,000/-	

Position	Unit Manager (For Post Graduates)	Location	PAN India
Grade	M8	Department	Agency
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Key Roles & Responsibilities

This is hardcore field Sales Job.

- Agent / advisor Recruitment, Onboarding and Training.
- Agent / advisor activation.
- Enable achievement of key business outcomes
- Build a quality Agency by focusing on quality of hire and skilling
- Ensure adherence to all statutory and compliance requirements
- Should be open to travel between 50 – 100 kms.
- Two / Four - wheeler & Driving License is mandatory.

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CTC	Fixed Compensation (Fixed CTC is subject to Statutory, Tax deduction as applicable)	INR 3,10,000/-
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	Total	INR 1,00,000/-

Position	Assistant Unit Manager (For Under Graduate)	Location	Pan India
Grade	M9	Department	Agency
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CTC	Fixed Compensation (Fixed CTC is subject to Statutory, Tax deduction as applicable)	INR 2,70,000/-
	Retention Bonus after 12 months (The employee should be active and not resigned of the company at the time of retention bonus payout)	INR 40,000/-
	Total Compensation	INR 3,10,000/-
Performance Linked Earning Capacity	Incentives Upto (Subject to achieving targets, Incentives as per the Sales Incentives Policy)	INR 60,000/-
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Position	Relationship Associate (for Under Graduates)	Location	PAN India
Grade	M9	Department	Bancassurance
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