



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/232.....

Dated. 22 April 2025

**HoD (Department of Management)**  
**I K Gujral Punjab Technical University Main Campus**

**Sub: IDFC First Bank - Campus Placement Drive.**

**Respected Madam**

I K Gujral Punjab Technical University invite students of its main campus to participate in IDFC First Bank - Campus Placement Drive as per details mentioned below:-

Designation	:	Sales Officer ( <b>Details attached</b> )
Job Role	:	Associate Manager-Acquisition (Household)
Function/ Department	:	Branch Banking
Course/ Stream	:	MBA
Job Location	:	Jalandhar, Amritsar, Dera Bassi, Patiala & Bathinda
Salary Package	:	Details attached
Batch Eligible	:	2024 passed out & 2025 passing out

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

[https://docs.google.com/forms/d/1u3mCkOuxNxgwaa461ZzBRedW2eOMqm2x\\_IDIPvAAPJg/edit](https://docs.google.com/forms/d/1u3mCkOuxNxgwaa461ZzBRedW2eOMqm2x_IDIPvAAPJg/edit)

You are requested to kindly direct the Training & Placement Faculty Coordinator of your department to share the information with the concerned students. **Last date of online registration is 25-Apr-25 before 1400 hrs.**

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

For any 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**

**Job Purpose:-**

Role entails acquiring new customers for the bank's savings accounts. The role involves identifying potential customers, contacting them through various channels, explaining the benefits and features of the savings products, and closing the sales. Also to ensure that the customers are satisfied with the bank's services and maintains a long-term relationship with them.

**Roles & Responsibilities:-**

- Acquisition of savings account in the identified segment and reference generation from the specified catchment area
- Ensuring high quality of customer acquisition in terms of constitution, product, and segment mix
- On-boarding and activating customers on digital platforms
- Assist Senior Sales Manager in catchment mapping and branch scoping exercises
- Provide regular feedback to Senior Sales Manager and Branch Manager on customer requirements and potential opportunities
- Ensuring adherence to sales compliance and SOPs defined by the organization
- Quality sourcing and ensuring strict compliance on internal and external guidelines and regulations
- Regularly conducting activities in the catchment to acquire good quality, HNI customers and build a strong visibility for IDFC First Bank
- Working on key central Initiatives and seeking regular referrals from existing customers
- Collaborating with other team members and support functions to provide products and service offerings to customers

Compensation Details		
Components	Per Annum (INR)	Per Month (INR)
Basic	87,500	7,292
Work Allowance	87,500	7,292
HRA	43,750	3,646
Conveyance Allowance	12,000	1,000
Broadband Allowance	12,000	1,000
Position Allowance	85,650	7,138
<b>Annual Guaranteed Remuneration (AGR)</b>	<b>3,28,400</b>	<b>27,367</b>
Employer's PF Contribution	21,600	1,800
<b>Annual Total Remuneration (ATR)</b>	<b>3,50,000</b>	<b>29,167</b>
Benefits		
Gratuity**	4,209	-
Group Mediclaim, Term Life Insurance and Accident Insurance (Refer below in Annexure II, Insurance Benefits for details)***	21,793	-

\* As per the EPFO notification dated February 28, 2019 and basis the new PF rules, your PF will be as mentioned herein

\*\*Gratuity will be applicable as per the defined statute. No upper cap on gratuity at IDFC FIRST Bank

\*\*\*Please note that the premium amount specified in the salary annexure is a notional figure based on the group of individuals covered under the policy.

Monthly Net take Home (INR)	
Monthly Guaranteed Remuneration	27,367
Employee's contribution to Provident Fund	1,800
Professional Tax	200
<b>Net take home before tax (INR)</b>	<b>25,367</b>