



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

Ref. No. IKGPTU/T&P/...308.....

Dated...23/July/2025

**Directors/ HoDs (Department of Management)**  
**All the University Constituent Campuses**  
**I K Gujral Punjab Technical University Jalandhar, Kapurthala**

**Sub: Bajaj Finance Limited - Joint Campus Training & Placement Drive.**

**Respected Madam**

I K Gujral Punjab Technical University invite students of its campuses to participate in Bajaj Finance Limited - Joint Campus Training & Placement Drive as per details mentioned below:-

Designation : **During Trainee:-** Functional Trainees  
**After Trainee:-** Deputy Managers (JD attached)

Course/ Stream : MBA

Batch Eligible : 2025 passed out

Salary Package : **For Metro location:-** Fixed: 4.50 LPA  
Total CTC: 5.69 LPA  
**For Non-Metro location:-** Fixed: 3.90 LPA  
Total CTC- 4.93 LPA

Selection Process : Aptitude Test, HR Underwriting Round & Interview

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

<https://sprw.io/stt-wLdr9>

You are requested to kindly direct the Training & Placement Officer of your College/ Institute to share the information with the concerned students.

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

**With profound regards,**

  
**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. DR (ITS) - To upload at University website
6. 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 DESCRIPTION**

<b>Role Title</b>	Deputy Manager
<b>Department</b>	CD / DPF
<b>Sub Department</b>	Sales ( Field Job)
<b>Sub Sub Department</b>	Sales ( Field Job)
<b>Reports To</b>	Area Manager
<b>Company</b>	Bajaj Finance Limited

### **1. JOB PURPOSE**

The purpose of the job is to ensure customer acquisition and revenue growth targets for the dealer based business of B2B. Responsible for maximizing sales team potential, crafting sales plans and enabling the targets achievement every month.

### **2. ORGANISATIONAL CHART**

(First level reporting chart for the job. Sample chart below)

Comments:

- Numerical figure represents the total number of incumbents in the role

### 3. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the job)

- Achieving growth and hitting sales targets by successfully achieving the targets
- Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives (Offrole)
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Proven ability to drive the sales process from plan to close

### 4. MAJOR CHALLENGES

(Challenges faced on an on-going basis in carrying out the job)

- Manage and deliver assigned targets within stringent timelines.
- Manage offrole team and ensure targets are delivered within time assigned.
- To ensure that all activities undertaken have a clear positive business impact.

### 5. DECISIONS

(Key decisions taken by job holder at his/her end)

- Identification of improvements and features (new developments & enhancements to be introduced in business processes)
- Propose resolution of any challenges faced.

### 6. INTERACTIONS

(Key working relationships a job holder needs to have INSIDE and OUTSIDE the company to accomplish the job)

#### Internal Clients

**Roles you need to interact with inside the organization to enable success in your day to day work**

- Credit: To align with credit team for all the cases sourced.
- Risk: To align on any policy related changes
- Collections: To identify any process improvements, drive enhancements and seek sign off on changes proposed

#### External Clients

**Roles you need to interact with outside the organization to enable success in your day to day work**

Identify quality clients for business enhancement.

### 7. DIMENSIONS

(Key numerical data which will reflect the scope and scale of activities concerning this job)

#### Financial Dimensions

(These should be quantifiable numerical amounts)

NA

#### Other Dimensions

(Significant volume dimensions associated with the job)

- Total Team Size: 3 (offrole)
- Number of Direct Reports: 3
- Number of Indirect Reports: 0
- Number of Outsourced employees:
- Number of locations:
- Number of products: CD and DPF role

## 8. SKILLS AND KNOWLEDGE

(Minimum acceptable proficiency for this job which best indicates the education and/or experience requirements of this job and not the incumbent)

### Educational Qualifications

#### a) *Qualifications*

- MBA/Post Graduate Degree OR
- Graduate.

#### b) *Work Experience*

- Should have basic understanding of operational systems and a technological bent to understand latest technologies and their business use
- High degree of passion and self-belief.
- Collaborative work style to engage with peers & colleagues in other functions across the company.
- Exceptionally high motivational levels and a self-starter.
- Should possess the below skill sets:
  - Relationship Management skills
  - Excellent Communication & Interpersonal Skills
  - Negotiation Skills & influencing skills
  - Analytical & Problem Solving skills

#### c) **Skills Keywords**