



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/...309.....

Dated...23/July/2025

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

Sub: Jyesta Corporate Entity - Joint Campus Training & Placement Drive.

Respected Sir/Madam

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

Designation	:	Business Development Associate (JD attached)
Course/ Stream	:	All UG & PG courses
Batch Eligible	:	2025 passed out & 2026 passing out
Job Location	:	Bangalore
Salary Package	:	During 06 months training:- 18k pm + up to 15k in performance based incentives After training:- 7.00 LPA to 9.00 LPA (4.00–6.00 LPA Fixed + 3.00 LPA Variable)
Selection Process	:	Aptitude Test, GD Round & Interview

Interested students may register at the link mentioned below:-

<https://docs.google.com/forms/d/1eFfpsz2AxyH5sBqzMLX9ZSwXq28eZvCWf3awFZDko/edit>

You are requested to kindly direct the Training & Placement Officer of your College/ Institute to share the information with the concerned students. **Last date of registration is 27-July-25 before 1000hrs.**

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

Jyesta Corporate Entity: Placement Proposal

About Jyesta Corporate Entity

Jyesta Corporate is a pioneering ed-tech company that empowers individuals with industry-relevant skills and knowledge. Through strategic collaborations with renowned organizations like Wipro, NIIT, NSDC (National Skill Development Corporation), AICTE (All India Council for Technical Education) and Skill India, Jyesta Corporate bridges the gap between academic learning and professional excellence.

We specialize in offering cutting-edge training and internship programs designed to align with global industry standards. By leveraging advanced teaching methodologies and real-world expertise, we ensure our learners are equipped to thrive in competitive environments.

Our dedication to fostering growth and innovation has positioned Jyesta Corporate as a trusted partner in skill development. With a focus on inclusivity and accessibility, we aim to nurture talent and drive transformative change across diverse sectors.

Job Role: Business Development Associate

Jyesta Corporate seeks a motivated and dynamic Business Development Associate to join our growing team. This Role offers a unique opportunity to gain hands-on experience in corporate sales, build valuable professional skills, and contribute to the success of our organization.

Roles and Responsibilities:

1. Assisting in developing and executing sales strategies.
2. Identifying and reaching out to potential clients.
3. Building and maintaining strong client relationships.
4. Achieving sales targets and reporting sales performance regularly.
5. Collaborating with the sales team to ensure effective marketing and sales initiatives.
6. Conducting market research to identify new opportunities.
7. Creating and delivering impactful sales presentations.
8. Maintaining detailed records of sales activities, client interactions, and leads.

Preferred Competencies and Skills

- Strong communication and interpersonal skills.
- Critical and out-of-the-box thinking.
- Detail-oriented, go-getter attitude, and a fast learner.
- Strong organizational and leadership abilities.
- Ability to perform well under pressure and meet deadlines.

Internship Details

- **Duration:** 6 months
- **Stipend:** ₹18,000 per month + additional incentives up to ₹15,000 based on performance.
- **Full-Time CTC: Up to ₹9 LPA** (₹4-6 LPA Fixed + ₹3 LPA Performance-Based Variable)
- **Working Hours:** 11:30 AM to 8:30 PM
- **Work Days:** 6 days per week (Week off: Wednesday).
- **Location:** BHIVE AKR Tech Park, Bangalore,

Recruitment Process (Virtual Mode)

1. **Aptitude Test:** Evaluating candidates' analytical and problem-solving skills.
2. **Group Discussion (GD):** Assessing communication and teamwork abilities.
3. **Personal Interview:** Understanding the candidate's alignment with the role.

Eligibility Criteria

- Open to students from all branches of study, including B.E/ B.Tech, BBA, MBA, and related fields.
- Passionate and self-motivated individuals eager to excel in corporate sales and client engagement.

Offer Type

- Internship / Internship + Placement