



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/346.....

Dated 25/Aug/2025

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

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

Respected Sir/Madam

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

Venue	:	IKG PTU Main Campus, Kapurthala
Designation	:	Graduate Trainee / Management Trainee (JDs attached)
Course/ Stream	:	BCA/ BBA/ MBA/ MCA/ B.Tech/M.Tech (All streams)/BA/ MA (JMC)/BHMCT/ 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	:	2026 passing out

Interested students may register at the link mentioned below:-

https://docs.google.com/forms/d/10Kuj2mu9IJA12AP5AEhmxtwLSMnn9gOILTQbRk_BQM/edit

You are requested to kindly direct the Training & Placement Faculty Coordinator of your campus/department to share the information with the concerned students. **Last date of online registration is 29-Aug-25 before 1300 hrs.**

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

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. 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

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

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 & Digital Learning.
- Manipal University.
- Bharti Vidyapeeth University & many more ...

Department - Sales (Career Development).

Designation - Graduate Trainee.

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 (Sunday weekly - off).

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) -

Locations*	Mumbai, Pune, Bengaluru, Hyderabad, Chennai & Gurugram
Fixed Component	Rs. 40,000 / Month
Additional House - Rent Allowance**	Rs. 5,000 / Month
Travel Reimbursement	Rs. 3,000 / Month
Monthly Incentives	Rs. 20,000 / Month
Performance - cum - Continuity Bonus***	Rs. 2,00,000 p. a.
Total (C. T. C.)	Rs. 10,16,000 p. a.

(Zone 2) -

Locations*	Lucknow, Chandigarh, Jaipur, Ahmedabad & Kochi
Fixed Component	Rs. 30,000 / Month
Travel Reimbursement	Rs. 3,000 / Month
Monthly Incentives	Rs. 20,000 / Month
Performance - cum - Continuity Bonus***	Rs. 2,00,000 p. a.
Total (C. T. C.)	Rs. 8,36,000 p. a.

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

****Additional House - Rent Allowance** is provided only upon relocation to Mumbai. Candidates currently residing in Mumbai are not entitled to this component.

*****Performance - cum - Continuity Bonus** is a variable component mentioned in the remuneration structure - breakdown that aims to fulfil dual objectives -

- Rewarding consistency & excellence showcased in performance.
- Recognizing loyalty & commitment towards the organization.

Lastly, mentioned below are the **terms & conditions** for this bonus -

- If in the first 6 months - 100% targets are achieved, that employee will be paid **Rs. 60,000** upon successful completion of their 6 - months service.
- If in the next 6 months (7th to 12th month) - 100% targets are achieved, that employee will be paid **Rs. 1,40,000** upon successful completion of their 1 - year service.

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- Wharton Interactive School (University Of Pennsylvania).
- Rotman School Of Management.
- Swiss School Of Management.
- Amrita University.
- XLRI - Xavier Institute Of Management.
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- Manipal University.
- Bharti Vidyapeeth University & many more ...

Department - Sales (Career Development).

Designation - Management Trainee.

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- 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.
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Dress Code -

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- Saturday - Smart - casuals.

Remuneration Structure (Zone 1) -

Locations*	Mumbai, Pune, Bengaluru, Hyderabad, Chennai & Gurugram
Fixed Component	Rs. 50,000 / Month
Additional House - Rent Allowance**	Rs. 5,000 / Month
Travel Reimbursement	Rs. 3,000 / Month
Monthly Incentives	Rs. 25,000 / Month
Performance - cum - Continuity Bonus***	Rs. 4,00,000 p. a.
Total (C. T. C.)	Rs. 13,96,000 p. a.

(Zone 2) -

Locations*	Lucknow, Chandigarh, Jaipur, Ahmedabad & Kochi
Fixed Component	Rs. 40,000 / Month
Travel Reimbursement	Rs. 3,000 / Month
Monthly Incentives	Rs. 25,000 / Month
Performance - cum - Continuity Bonus***	Rs. 4,00,000 p. a.
Total (C. T. C.)	Rs. 12,16,000 p. a.

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- Recognizing loyalty & commitment towards the organization.

Lastly, mentioned below are the **terms & conditions** for this bonus -

- If in the first 6 months - 100% targets are achieved, that employee will be paid **Rs. 1,20,000** upon successful completion of their 6 - months service.
- If in the next 6 months (7th to 12th month) - 100% targets are achieved, that employee will be paid **Rs. 2,80,000** upon successful completion of their 1 - year service.