



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/...338.....

Dated..19/Aug/2025..

Directors/ HoDs (Department of Engg. & Mgmt.)
All the University Constituent Campuses
I K Gujral Punjab Technical University Jalandhar

Sub: Persevox – Joint Campus Placement Drive.

Respected Sir/Madam

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

| | | |
|-------------------------|---|--|
| Designation | : | Business Development / EdTech Sales |
| Course/Stream | : | B.Tech/M.Tech(CSE/IT/ECE/EE/CE/ME)/BCA/BBA/ MBA/MCA/ |
| Stipend/ Salary Package | : | During 06 months internship:- 15k pm + up to 10k Incentives After internship:- 4.00 - 7.00 LPA (Performance Based Incentives) |
| Job Location | : | Bengaluru |
| Batch Eligible | : | 2025 passed out & 2026 passing out |

Interested students may register at the link mentioned below:-

<https://docs.google.com/forms/d/1rVGi3OymUIEdvRw9N8v1G7rJ9KMf1jHIBXYW7PjJUoI/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 22-Aug-25 before 1100 hrs.**

Date, Time & Venue 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. 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

About the Company:

Persevex is a Bangalore-based EdTech organization committed to empowering students and professionals through high-quality educational services, career development programs, and industry-aligned training. Our vision is to bridge the gap between academic learning and real-world requirements by fostering innovation, critical thinking, and professional excellence.

We work with leading educators, industry experts, and institutions to deliver cutting-edge curriculum, practical exposure, and career support through personalized learning solutions.

Opening Overview

- Category: Mass Recruiters (4 LPA – 7 LPA)
- Job Functions: Business Development / EdTech Sales
- Job Profile CTC: ₹4,00,000 – ₹7,00,000 per annum

Compensation:

- Salary: ₹4 LPA to ₹7 LPA + Performance-Based Incentives
- Internship Period: 6 months
- Stipend during Internship: ₹15,000/month + up to ₹10,000 Incentives

Roles and Responsibilities:

- Identify and develop strategic partnerships with educational institutions and corporate clients.
- Build a strong pipeline of potential clients through direct outreach, networking, and digital campaigns.
- Monitor and analyse lead conversion performance; optimize outreach strategies to meet conversion targets.
- Maintain regular communication with prospects and ensure high follow-up consistency.
- Create and execute lead nurturing campaigns, events, and engagement strategies.
- Stay updated with all Persevex products and services and pitch them effectively to potential partners.
- Create customized proposals and negotiate with stakeholders to close deals.
- Build strong internal relationships across growth, content, and operations teams to drive success.

Skills Preferred:

- Strong verbal and written communication skills (English preferred).
- Excellent negotiation and persuasion abilities.
- Strong team collaboration mindset.
- Self-motivated, target-oriented, and able to work under pressure.
- Quick learner with a high attention to detail.

Work Environment:

- Full-time opportunity with a fast-paced, impact-driven EdTech startup.
- Potential for full-time employment post probation, based on performance.

Eligibility Criteria:

- Students currently pursuing Bachelor's/Master's in any discipline (preferably final or pre-final year)
- Excellent communication, interpersonal, and presentation skills
- Basic knowledge of sales, digital marketing, or education sector is a plus
- Must be proactive, detail-oriented, and goal-driven