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I.K. GUJRAL PUNJAB TECHNICAL UNIVERSITY JALANDHAR, KAPURTHALA
Centre for Training and Placement

Ref. No. IKGPTU/T&P/571.....

Dated 09/03/2026

Directors/ Principals

All the University Campuses & it's Affiliated Colleges

I K Gujral Punjab Technical University Jalandhar Kapurthala

Sub: Bajaj Life Insurance Limited - Joint Campus Placement Drive.

Respected Sir/Madam

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

Tentative Roles & Compensation Structure:-

Business Channel	Designation	Education Eligibility	Tier 1	Tier 2	Tier 3	Tier 4
IB	Senior Relationship Manager - ST	Postgraduate	3.25	3.00	3.00	3.00
	Relationship Manager – MT	Graduate	3.00	2.75	2.60	2.60
Agency	Agency – Core/ Agency - Variable (Executive Sales Manager - ST)/ (Assistant Territory Manager - ST)	Postgraduate	3.50	3.50	3.50	2.75
		Graduate	3.25	3.25	3.25	2.75
PSF	Relationship Manager – ST	Postgraduate	3.50	3.50	3.25	3.25
	Senior Financial Service Manager - ST	Graduate	3.00	3.00	2.80	2.80

Course/Stream : All UG/ PG Courses

Batch Eligible : 2024, 2025 passed out & 2026 passing out

Job location : Delhi NCR, UP, UK, HP, J&K, Punjab, Chandigarh, Haryana

Other Benefits:-

- Group Term Life Insurance of 20 Lakhs.
- Group Personal Accident Insurance of 25 Lakhs.
- Mediclaim (Self) of 300,000.

Interested students may register at the below mentioned link:-

<https://shorturl.at/23pZ5>

Job Descriptions are attached for your reference.

You are requested to kindly direct the Training & Placement Officer/ Faculty Coordinator of your campus/college to share the information with the concerned students. **Last date of online registration is 05-Jan-26 before 1300 hrs.**

“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

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

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

With profound regards,


Er. Mohit Jain
Assistant Registrar (CR&A)

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 (CR&A): For kind information
5. DR (ITS) - To upload at University website
6. File.

JOB DESCRIPTION

Role Title	<ul style="list-style-type: none">Executive Sales Manager – STAssistant Territory Manager – ST
Function/ Department	Agency
Nature of Job	Field Sales

JOB PURPOSE:

Summarize in one statement why the job exists; and how it contributes to the overall objective of the company.

To drive business growth by building a high-performing distribution network of Advisors , ensuring their recruitment, activation, and productivity through training and performance management, while achieving sales targets, improving product mix, and maintaining data accuracy.

PRINCIPAL ACCOUNTABILITIES (Accountabilities associated with the job)

As a Sales Manager of Agency Channel, you will play a key role in building and managing a high-performing sales team of Insurance Advisors. This role provides a strong foundation in leadership, sales, and people management.

Key Responsibilities:

- Team Building & Development: Recruit, train, and develop a team of Insurance Advisors and drive them to achieve business goals.
- Distribution Network: Create a strong and profitable network of Advisors
- Sales & Targets: Achieve monthly, quarterly, and annual sales targets by promoting the full range of insurance products.
- Performance Management: Drive productivity and activation of Advisors through ongoing support, regular reviews, and training sessions.
- Business Monitoring: Track key business metrics such as product mix, persistency, and lead conversion rates to ensure sustainable growth.
- Data Management: Maintain accurate records and regularly update databases with team and customer details.
- Engagement & Recognition: Participate in goal-based contests and drive weekly achievements for performance recognition.

What You'll Gain:

- Early leadership exposure and experience in managing a team.
- Sales and business development skills in a high-growth industry.
- Fast-track career growth based on performance.
- Hands-on learning through structured training programs.

Skills & Knowledge

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

Master's /Graduation in business administration or in any stream.

- Communication in English, Hindi & other Regional Language (local candidate will be preferred)
- Keen to work in a highly competitive environment.
- Right attitude & never – say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

JOB DESCRIPTION

Role Title	Relationship Manager – Sales Trainee
Function/ Department	Institutional Business (Bancassurance Channel)
Nature of Job	Sales

JOB PURPOSE:

Summarize in one statement why the job exists; and how it contributes to the overall objective of the company.

To drive insurance business through a key bank partnership by managing sales, operations, and relationships across multiple branches, ensuring high performance, compliance, and customer satisfaction.

PRINCIPAL ACCOUNTABILITIES (Accountabilities associated with the job)

As a Relationship Manager, you will be part of a high-performing team managing our partnership with leading and prestigious banks. This role offers you the opportunity to learn, grow, and contribute to key business outcomes from Day 1.

Key Responsibilities:

- Build strong working relationships with bank branch teams (across 4–5 branches) to drive insurance sales.
- Promote life insurance products to bank customers through joint field calls and customer meetings.
- Support business growth through new customer acquisition and upselling to existing clients.
- Ensure excellent service delivery and assist in customer retention and problem resolution.
- Collaborate with bank staff to conduct training and product knowledge sessions.
- Track sales performance, generate reports, and share insights with your manager regularly.
- Ensure adherence to company processes and regulatory guidelines in all business practices.
- Interact with High Net-Worth Individuals (HNIs) and provide them with tailored financial solutions.
- Maintain high satisfaction levels among bank partners and customers.

What You'll Gain:

- Hands-on experience in relationship management and sales.
- Exposure to banking and insurance collaboration models.
- Opportunities to interact with senior professionals and HNI clients.
- Fast-track learning in financial services with mentoring support.

Skills & Knowledge

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

Master's /Graduation in business administration or in any stream.

- Communication in English, Hindi & other Regional Language
- Keen to work in a highly competitive environment.
- Right attitude & never – say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.

JOB DESCRIPTION

Role Title	<ul style="list-style-type: none">Senior Financial Service Manager-STRelationship Manager – ST
Function/ Department	Propriety Sales Function (PSF)
Nature of Job	Field Sales

JOB PURPOSE:

Summarize in one statement why the job exists; and how it contributes to the overall objective of the company.

To drive life insurance sales by building and managing client relationships, maximizing lead conversion, and achieving business targets through cross-selling, renewals, and efficient operations.

PRINCIPAL ACCOUNTABILITIES (Accountabilities associated with the job)

You will be part of a dynamic sales team responsible for offering life insurance solutions to customers.

Key Responsibilities:

- Achieve sales targets for life insurance by engaging with prospective customers.
- Understand customer needs and offer suitable life insurance products, including cross-selling and upselling.
- Build and maintain strong relationships with clients to ensure timely renewals and customer satisfaction.
- Utilize provided leads effectively on a daily basis to maximize business opportunities.
- Maintain accurate customer data and update systems regularly.
- Drive performance through weekly goal sheet achievements and participation in sales contests.
- Ensure high standards in product mix, policy persistency, and lead conversion rates.
- Operate efficiently with a focus on cost-effectiveness and quality business.

What's in it for You:

- Structured training and mentorship to build your insurance and sales expertise.
- Opportunity to work in a client-facing role from Day 1.
- Career progression based on merit and performance.
- Exposure to a competitive and rewarding sales environment.

Skills & Knowledge

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

Master's /Graduation in business administration or in any stream.

- Communication in English, Hindi & other Regional Language
- Keen to work in a highly competitive environment.
- Right attitude & never – say- die mind-set.
- Effective planning, time management and organizational skills
- Demonstrated ability to understand customer/partner issues and navigate to an appropriate resolution leveraging business knowledge and technical aptitude.