



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/..636.....

Dated..06/04/2026

Directors/ Principals
All the University Campuses & it's Affiliated Colleges
I K Gujral Punjab Technical University Jalandhar Kapurthala

Sub: Apollo Tyres Ltd. - Joint Campus Placement Drive.

Respected Sir/Madam

I K Gujral Punjab Technical University invite students of its campuses & affiliated colleges to participate in Apollo Tyres Ltd. - Joint Campus Placement Drive as per details mentioned below:-

Designation	:	Key Account Manager-Fleet
Course/ Stream	:	B.Tech (Mechanical / Automobile)
Job Location	:	PAN India (candidates should be open to relocation)
Salary package	:	CTC: 6.00 LPA+50K (Retention Bonus)
Batch Eligible	:	2026 passing out
Eligibility Criteria	:	60% throughout (No backlogs allowed)
Benefits	:	Group Medical Insurance, Group Personal Accident Insurance, Tyre Scheme, Health Check-up Scheme, Self-Development Initiatives, and other benefits
Selection Process	:	GD Round, Aptitude Test (Quantitative, Verbal & Logical Reasoning) & Two rounds of interviews (Functional & HR)

Interested students may register at the link mentioned below:

<https://docs.google.com/forms/d/1mS5sLX6iadbcQo5hauHffsotwvbiGB55diGqqTpxg/edit>

You are requested to kindly direct the Training & Placement Officer/ Faculty Coordinator of your campus/ department to share the information with the concerned students. **Last date of online registration is 07-April-26 before 1200 hrs.**

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

With profound regards,


Er. Mohit Jain
Assistant Registrar (CR&A)

CC:

1. SVC: For kind information of the Hon'ble Vice Chancellor
2. Head (CR&A): For his kind information
3. DR (ITS) - To upload at University website
4. 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

Apollo Tyres Job Description

Job Title:	Key Account Manager – Campaigning Squad	Main Purpose of Job <i>(Why job exists/what it must achieve)</i>	
Reports to:	Business Development Manager	Facilitate And Initiate Increased Fitment at Key Fleets & PCTR customer with Increase In Revenue	
Organization Unit / Location	Fleet & Retread Business		
Location	Pan India		
Main Responsibilities / Job Summary <i>(Primary deliverables of role and its scope)</i>		KRA title / Descriptions <i>(Measurable parameters of the role)</i> (PACE)	
<ul style="list-style-type: none"> • Identify New Business Opportunities for Onboarding New Big Fleets for fitment & PCTR Clients • Managing Key Accounts - Developing Them for Achieving Target Fitments / Sales • Developing Relationships from The Key Accounts (Existing And New) To Ensure Sustained Business • Develop, Maintain and Manage Service Levels to Establish Performance of Our Products • Manage End To End Cycle Of Tyres At The Key Customers: Demand Generation, Sourcing , Fitment , Performance And Second Life • Preventive Maintenance Training To Drivers, Fitters , Fleet Managers Etc. To Facilitate Optimum Life Of Tyres 		<ul style="list-style-type: none"> • Achieve Defined Sales / Fitment Targets From Existing And New Fleets • Develop Assigned Numbers Of Key Accounts To Generate The Defined Sales / Fitment Targets • Establish And Share The Product Performance - Share It With All Stake Holders To Increase Our Share Of Wheels • Training W.R.T Preventive Maintenance To All Stake Holders At The Fleet • MIS Reports Sharing With All Stake Holders 	
		Skills & Knowledge Requirements <i>(Abilities / Knowledge & Expertise in field)</i>	
		Knowledge & Skills (Technical / Functional)	Qualifications
	<ul style="list-style-type: none"> • Moderate Selling Skills • Understanding Of The Functioning/Operations Of A Big Fleet Would Be An Added Advantage • Product Knowledge (Tyres) , Vehicle Maintenance Understanding , Retreading Process, Tyre Repair Processes • Knowledge Of Excel , Word Etc. (Reporting Tools - Ms Office) 	<p>B.E. / B.Tech Qualification Understanding Of The Commercial Vehicle (Truck And Bus)</p>	