



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/629.....

Dated 02/04/2026

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

**Sub: Bajaj Finance 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 Finance Limited - Joint Campus Placement Drive as per details mentioned below:-

Designation : Deputy Manager - Field Sales (**Details attached**)  
Course/ Stream : MBA/ Post Graduate Degree  
Batch Eligible : 2026 passing out  
Salary Package : **For Metro Location:-** Fixed: 4.50 LPA  
Total: 5.69 LPA  
**For Non-Metro location:-** Fixed: 3.90 LPA  
Total CTC- 4.93 LPA  
Selection Process : Aptitude Test, HR Underwriting Round & Interview

**Key Responsibilities:-**

- Achieving growth and hitting sales targets by successfully empaneling dealers.
- Managing recruiting, objectives setting, coaching, and performance monitoring of sales representatives.
- Building and promoting strong, long-lasting customer relationships by partnering with them and understanding their needs.
- Driving the sales process from plan to close.
- Strong relationship management, communication, interpersonal, negotiation, and analytical skills.

**Note:-**

1. Candidates **will get leave for the examination.**
2. Once the candidate is selected, **onboarding will happen immediately.**
3. This is a **sales field job**; only candidates interested in **field roles should apply.**
4. Candidates interested in the **mentioned location should only apply.**
5. **Designation:** Deputy Managers (Once you join, for the first 6 months, your designation will reflect as Functional Trainees. After completing 6 months, your designation will be updated to Deputy Manager. Functional Trainees are equivalent to Deputy Managers, so please do not get confused, as this is the organizational structure.

***“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

**Interested students may register at the link mentioned below:-**

<https://sprw.io/stt-4CorE>

You are requested to kindly direct the Training & Placement Officer/ Faculty Coordinator of your college/ campus to share the information with the concerned students. **Last date of online registration is 03-Apr-26 before 1600 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

## JOB DESCRIPTION

<b>Role Title</b>	Manager/ Deputy Manager
<b>Department</b>	Two-Wheeler
<b>Sub Department</b>	Sales ( Filed Job)
<b>Sub Sub Department</b>	Sales ( Filed Job)
<b>Reports To</b>	Area Manager
<b>Company</b>	Bajaj Finance Limited

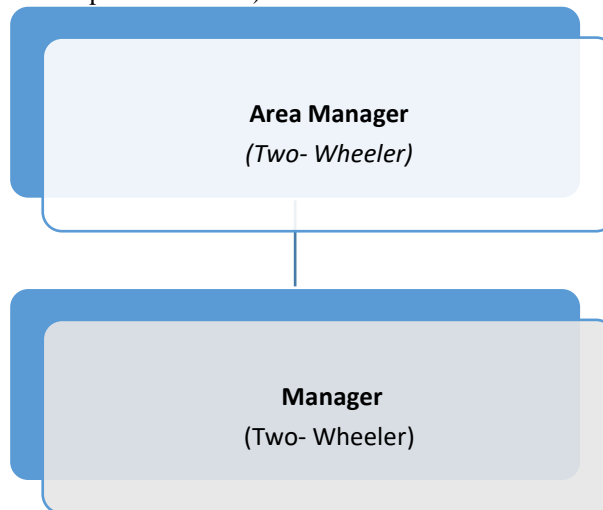
### 1. JOB PURPOSE

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

The purpose of the job is to ensure customer acquisition and revenue growth targets for the dealer based business of Two wheeler. Responsible for maximizing sales team potential, crafting sales plans and enabling the targets achievement every month.

### 2. ORGANISATIONAL CHART

(First level reporting chart for the job. Sample chart below)



Comments:

- Numerical figure represents the total number of incumbents in the role

### 3. PRINCIPAL ACCOUNTABILITIES

(Accountabilities associated with the job)

- Achieving growth and hitting sales targets by successfully empanelling TW dealers
- Managing recruiting, objectives setting, coaching and performance monitoring of sales representatives (Offrole)
- Build and promote strong, long-lasting customer relationships by partnering with them and understanding their needs
- Proven ability to drive the sales process from plan to close

### 4. MAJOR CHALLENGES

(Challenges faced on an on-going basis in carrying out the job)

- Manage and deliver assigned targets within stringent timelines.
- Manage offrole team and ensure targets are delivered within time assigned.
- To ensure that all activities undertaken have a clear positive business impact.

### 5. DECISIONS

(Key decisions taken by job holder at his/her end)

- Identification of improvements and features (new developments & enhancements to be introduced in business processes)
- Propose resolution of any challenges faced.

### 6. INTERACTIONS

(Key working relationships a job holder needs to have INSIDE and OUTSIDE the company to accomplish the job)

#### Internal Clients

- Roles you need to interact with inside the organization to enable success in your day to day work**
- Credit: To align with credit team for all the cases sourced.
  - Risk: To align on any policy related changes
  - Collections: To identify any process improvements, drive enhancements and seek sign off on changes proposed

#### External Clients

- Roles you need to interact with outside the organization to enable success in your day to day work**
- Identify quality clients for business enhancement.

### 7. DIMENSIONS

(Key numerical data which will reflect the scope and scale of activities concerning this job)

#### Financial Dimensions

(These should be quantifiable numerical amounts)

NA

#### Other Dimensions

(Significant volume dimensions associated with the job)

- Total Team Size: 3 (offrole)
- Number of Direct Reports: 3
- Number of Indirect Reports: 0

- Number of Outsourced employees:
- Number of locations:
- Number of products: Only Two Wheeler

### 8. SKILLS AND KNOWLEDGE

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

#### Educational Qualifications

- |  |
|--|
| <p>a) <i>Qualifications</i></p> <ul style="list-style-type: none"><li>• MBA/Post Graduate Degree OR</li><li>• Graduate.</li></ul>  |
| <p>b) <i>Work Experience</i></p> <ul style="list-style-type: none"><li>▪ Should have basic understanding of operational systems and a technological bent to understand latest technologies and their business use</li><li>▪ High degree of passion and self-belief.</li><li>▪ Collaborative work style to engage with peers &amp; colleagues in other functions across the company.</li><li>▪ Exceptionally high motivational levels and a self-starter.</li><li>▪ Should possess the below skill sets:<ul style="list-style-type: none"><li>○ Relationship Management skills</li><li>○ Excellent Communication &amp; Interpersonal Skills</li><li>○ Negotiation Skills &amp; influencing skills</li><li>○ Analytical &amp; Problem Solving skills</li></ul></li></ul> |
| <p>c) <b>Skills Keywords</b></p>   |