



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/..652.....

Dated...22/04/2026

Directors/ Principals

**All the University Campuses & it's Affiliated Colleges
I K Gujral Punjab Technical University, Jalandhar**

Sub: ICICI Bank Ltd. - Joint Campus Placement Drive.

Respected Sir/Madam

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

Designation	:	Relationship Manager (Details attached)
Course/ Stream	:	Graduation (Any stream) except B.Tech
Job Location	:	Pan India
Salary Package	:	3.84 LPA
Batch Eligible	:	2026 passing out
Eligibility Criteria	:	60% marks (aggregate) in 10 th & Graduation

Interested students may register at the link mentioned below:-

https://docs.google.com/forms/d/1aubuHETI3NGu-yH1etz7a_3Oed8noIw2zIAM2IaFkyI/edit

and

<https://careers.icici.bank.in/CareerApplicant/Career/job-details/2271594>

Instructions for applicants

1. **Online Applications:** Company will open online application for students on their website. The steps to apply online are as follows:

Upon opening the application page (Link given at the above) Click on "link". Applicants use personal email id for registration rather than the email id provided by the college.

- In case if the applicant had already applied in the past on our portal, they can log in using their existing mobile number and OTP. **The applicants who already have an applicant ID, will have to submit the application after making necessary changes and then go to the declaration tab to submit the declaration which is a mandatory step.**
- If the candidate is applying for the first time, they should click on the link and submit the application and declaration.
- An Applicant ID will be allotted on successful submission of the application for the first time users, applicants are requested to **retain applicant ID** for future and mention the same in all the correspondences with us.

"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

- If any candidate is facing issue in applying on the link above, please share their existing applicant ID with us. If they are not aware of their applicant ID, please share their name, registered email ID and Date of Birth.

Kindly select the college name from the drop-down while applying.

2. Questionnaire: Post registration (done in point 1), applicants need to fill out the application form (which will also include a questionnaire).

3. Aptitude Test: On completion of the application form (including the questionnaire), the eligible candidates will be assigned an aptitude test. The eligible applicants must attempt the test within the specified date.


Candidates who clear the questionnaire (mentioned in the application form), and the aptitude test will be shortlisted for the interview round.

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 23-Apr-26 before 1500 hrs.***

Date & Time 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 (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 Relationship Manager (Sales Role)

A Relationship Manager is a core anchor in taking our banking solutions and services to our valuable customers. This involves a 360-degree banking approach. The Relationship Managers should be inclined to understand the customer needs and offer -centric relationship managers are responsible for acquiring new customer relationships and increasing the wallet share of existing customer relationships with a resolute focus on service quality and customer delight. They collaborate and work with different internal teams, thereby offering the best in class customer service. In line with our philosophy of taking the entire bank to the customers, our relationship managers work on the whole suite of offerings like saving solutions, loan products, overdraft solutions, Insta loans, investment solutions, care products, trade solutions, business loans, or wealth management solutions while upholding our fundamental value of being Fair to the Bank and Fair to the Customer.

About the Company

ICICI Bank Ltd, is one of India's leading private banks offering a wide range of financial services. Established in 1994, it is headquartered in Mumbai and has strong domestic and international presence. It operates through a vast network of 7000+ branches and 1.25 lacs+ employees across India and globally.

ICICI Bank plays an integral role in India's financial sector by supporting economic growth through a unique bouquet of digital solutions covering the diverse banking needs of customers consisting of individuals, self-employed professionals, SMEs, proprietors, government, and retail & corporate institutions. It covers a complete range of banking services from bank accounts, payments, banking transactions, and credit cards to personal, mortgage, vehicle loans, and business & institutional solutions for facilitating a seamless customer banking experience.

At ICICI Bank, we do not push products. We recommend only those solutions that genuinely meet the customer's needs. Every recommendation is made with the customer's best interest at the centre just as we would advise our own family members. Our approach is anchored in truthfulness, trust, and transparency, shaping the way we serve customers and collaborate as a team.

Key Responsibilities

Customer Service: Create service excellence by partnering with customers through their life cycle and offering suitable products and services based on their financial needs while being fair to the customer and fair to the bank in all engagements.

Business Development: Responsible for sourcing and selling, increasing the wallet share of existing customers, and acquiring new customers by offering relevant agricultural products.

Champion 360-degree banking: Offer products based on customer needs in collaboration with other internal teams in the bank for suitable product offerings.

Enhance the portfolio quality: Work towards enhancing customer portfolio within the philosophy of Fair to the Bank, Fair to the Customer.

Customized solutions: As per branch guidelines. Upkeep and maintaining of the branch. Ensure availability of necessary infrastructure in the branch.

Behold the values: Offer products that are fair to our customers and fair to the Bank.

Eligibility Criteria

- **Education:** Any Graduate with minimum 60% marks (aggregate) in 10th and Graduation
- **Age:** Below 25 years
- Willing to do Sales
- **Location:** Willing to relocate to any location within India