



ਆਈ. ਕੇ. ਗੁਜਰਾਲ ਪੰਜਾਬ ਟੈਕਨੀਕਲ ਯੂਨੀਵਰਸਿਟੀ ਜਲੰਧਰ, ਕਪੂਰਥਲਾ  
I.K. GUJRAL PUNJAB TECHNICAL UNIVERSITY JALANDHAR, KAPURTHALA  
Office of Corporate Relations & Alumni

Ref. No. IKGPTU/CRA/...804.....

Dated...17/June/2026..

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

**Sub: Pod.Ai - Joint Campus Placement Drive.**

**Respected Sir/Madam**

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

Designation : Inside Sales Strategist (**JD attached**)  
Course/ Stream : B.Tech (All streams)/ BBA/B.Sc/MBA & all 3 years courses  
Job Location : Gurugram  
Salary Package : 4.00 LPA (**3 months probation period**)  
Batch Eligible : 2026 passing out

**Please Note :-**

1. There will be a bond period of 6 months.
2. Selected students must submit a paper bond (a signed cheque for INR 50,000) upon joining. This cheque will be returned to the employee after 6 months of full-time employment.

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

For Graduate students:- <https://tinyurl.com/mr2b8svd>

For Engineering Students:- <https://tinyurl.com/yzev78rb>

For MBA Students:- <https://tinyurl.com/yc5u3d76>

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 20-June-2026 before 1000 hrs.**

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

***"Propelling Punjab to a prosperous Knowledge Society"***

**I.K. Gujral Punjab Technical University**  
Jalandhar-Kapurthala Highway, Kapurthala -144 603. (M) : 94780-98136  
**E-mail** : placements@ptu.ac.in **Website** : www.ptu.ac.in

For any further queries, you may please call the undersigned @ +91-94780-98136.

**With profound regards,**

*Mohit Jain*  
17-06-2026

**Er. Mohit Jain**

Assistant Registrar (CR&A)

CC:

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



Find us on: [in](#) [globe](#) [ig](#)

# Inside Sales Strategist

**Welcome! You made it to the job description page!**

At **POD - Josh Technology Group**, We are seeking talented and experienced **Inside Sales** professionals to join our team. You will be responsible for conducting research and identifying sales opportunities, generating leads, target identification and classification. You will reach out to new clients and fixing appointments for the business development team and manage the sales pipeline.

## **Work Location:**

**Gurgaon/Gurugram** - Work from the office (2 Saturdays in a month are working)

## **Qualifications:**

**2026 Batch** - Any Graduate/ Post Graduate can apply

**Package:** **INR 4.00,000 P.A.(Fixed) + Incentives**

## **Who are we?**

**POD.ai** (formerly known as Calyxpod) is a software product by **Josh Technology Group** and was launched in 2017. Since its inception, POD has seen exponential growth and established itself in the industry. POD aims to become the market leader in the recruitment technology and assessment industry. JTGs' extensive design and engineering



experience are critical to the quality of PODs' work and its ability to deliver elegant, highly scalable solutions. We lay a very strong emphasis on quality mentorship & learning.

POD is a growing team of technology consultants and innovators. We have a highly talented peer group that is very well respected in technology. We work in small scrum teams with a focus on fast iterations to deliver value.

### **What do we do?**

Pod provides Campus Placements Management Solution to Corporates to run all their Campus Placements Related Activities, Walk-In Drives, and On-Going Lateral Hirings. Pod helps Companies to engage with all their partners & measure the value provided by them. Pod provides Placements Management Solutions to Colleges & Universities. Pod helps Colleges to run all their Placements Related Activities by Engaging Students, Faculty & Companies.

JTG is a bootstrapped organization that has multiple fully owned software products. JTG acts as a "Product Builder" for multiple US & UK-based startups. JTG has successfully created and launched more than 100 products, spread across various industries, and is working on many more exciting new ones. It has been 14+ years since its inception & JTG has been profitable from day 1 & aspires to reach new heights.

### **Core Responsibilities:**

- **Conducting research and identifying sales opportunities, generating leads, target identification and classification.**
- **Reaching out to new clients and fixing appointments for the business development team.**
- **Planning, managing, and coordinating with the Business Development team.**
- **Giving insights based on the learning and formulating a plan accordingly to aggregate the sales with respect to potential customers.**
- **Data reporting to management and gathering market intelligence.**
- **Make telephone calls to existing and prospective clients.**
- **Expedite the resolution of client's problems and complaints.**
- **Coordinate sales efforts with the Business Development Team and Sales Head.**

### **What are we looking for in you?**

- **Self & Goal Driven, Quick Thinker, Action-Oriented, and Diligent**
- **Good Communication skills and excellent command of the English language.**
- **High Interpersonal skills and pleasing personality.**
- **Eye for detail and good cognitive skills.**
- **An extrovert with high conscientiousness.**
- **Understanding of the Sales Cycle and deriving required analytics based on sales experience.**



- Should be willing to travel as per requirement, within or outside the territory.
- Integrity and professionalism in work.

### **A stellar performer who:**

- Has the desire to make it BIG.
- Is Self & Goal Driven, Quick Thinker, Action-Oriented, and Diligent.
- Has good Interpersonal skills and a Go-Getter personality.
- Has an eye for detail and good cognitive skills.
- Maintains Integrity and Professionalism in work.

### **How will you grow here?**

- Opportunity to build good relationships with the Training and Placement department of colleges.
- Work & interact directly with senior directors in an open and flat hierarchical structure.
- Freedom & a plethora of opportunities to introduce new things in the organization.
- Opportunity to Get Mentored by the Best.

### **POD thanks you with**

- Events, activities, and outings (**We really party hard!**).
- A stimulating and energetic work environment that encourages creativity.
- **Hackathons, Gaming Evenings, Poker Nights**, and much more!
- Flexible Timings, Flexible Holiday Calendar.
- Competitive salary (best in the industry).
- Beverages and snacks throughout the day, **on the house!**
- **Recreation center** to let off some steam.
- Office lunch option (fresh and savory Ghar ka khana).
- **Medical Insurance** (stay healthy, stay happy)