



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/ 867

Dated 21 July 2026

Directors/ Principals

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

Sub: Axis Bank - Joint Campus Placement Drive.

Respected Sir/Madam

IBFSA (Institute of Banking and Finance Skills Academy), the hiring and training partner of Axis Bank, invite students of it's campuses & affiliated colleges to participate in Axis Bank - Joint Campus Placement Drives as per details mentioned below:-

Designation	:	Business Development Executive (BDE)
Course/ Stream	:	UG (Any stream)
Job Location	:	Jalandhar, Kapurthala and Ludhiana
Batch Eligible	:	2024 & 2025 passed out and 2026 passing out
Salary Package	:	2.25 LPA to 3.36 LPA
Selection Process	:	Online Test & Assessment Test

Interested students may register at the link mentioned below:-

<https://docs.google.com/forms/d/1NJLRwvdaoYqMuiVayn3cT4JD9ZzkeBQa0yqab8hZDXc/edit>

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 23-July-2026 before 1300 hrs.**

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

With profound regards,

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.

"Propelling Punjab to a Prosperous Knowledge Society"

I.K. Gujral Punjab Technical University

Jalandhar-Kapurthala Highway, Kapurthala-144 603 Ph : 01822-282580

Email : placements.ptu@gmail.com Website : www.ptu.ac.in



Dear Candidate,

The below is the JD for Sales Role.

Job Description:

Role: Officer Sales1 / Officer Sales 2/ Assistant Manager- Sales

CTC: 2.25 LPA to 3.36 LPA plus incentives up to 60k / month.

PS: It's a sales profile which includes field sales, you will have to travel across locations to meet your customers and source customers from market.

About Liability Sales:

The Liability Sales department focuses on the liability acquisition, assets and retail forex business for the bank. The department drives business from 4000+ branches and is responsible for sourcing of retail and corporate deposits, salary and non-salary accounts, trust accounts and forex Business with a view to increase the retail book of the bank.

About the Role:

- Assistant Manager - Sales are a part of the Bank's front-line sales team.
- Their primary responsibility is sales of bank's products to new customers for the bank.
- They will be required to take part in offsite marketing activities and travel locally to meet new customers as a daily activity.
- They are responsible for selling banking and third-party products to customers based on their needs.
- They are responsible for handling customer queries.
- Assistant Manager - Sales are required to achieve targets assigned by the bank within initial 6 months for confirmation of their service

Key Responsibilities:

- Selling of banks and third-party products to new customers.
- Conducting marketing activities and travel locally to meet new customers as a daily activity.
- Contacting existing customers for more deposits and cross selling of more products.
- Achieve sales targets as assigned by the organization on a daily and monthly basis.
- Complete all mandatory certifications required for the role (AMFI, EUIN etc.).
- Complete all learning activities conducted by the bank from time to time.
- Daily entry of interaction with customers in bank's CRM system.
- Follow all compliance guidelines (regulatory & legislative) for each activity.
- Participate and follow all initiatives that are undertaken by the bank from time to time

Qualifications:

Optimal qualification for success on the job is:

- Graduation from a recognized institute

Role Proficiencies:

For successful execution of the job, the candidate should possess the following:

- Good communication (both verbal and written) skill in both English and the local language
- Excellent lead generation and conversion skill
- Ability to handle pressure and meet deadlines
- Ability to work successfully as a part of a team
- High sales orientation to meet the sales targets consistently □ Ready to travel locally for meeting customers during sales calls.
- Should have compatible mobile device with a required Android/ iOS version