



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/...891.....

Dated. 03/July/2026

Directors/ HODs (All Academic Departments)
University Main Campus & it's Constituent Campuses
I K Gujral Punjab Technical University Jalandhar, Kapurthala

Sub: Intellipaat Software Solutions Pvt. Ltd. – Joint Campus Training Cum Placement Drive.

Respected Sir/ Madam

I K Gujral Punjab Technical University invite students of its campuses to participate in Intellipaat Software Solutions Pvt. Ltd. - Joint Campus Training Cum Placement Drive as per details mentioned below:-

Designation	:	Business Development Associate
Course/Stream	:	Any UG/PG courses
Job Location	:	Bangalore
Salary Package	:	During 6 months training: 25k INR Fixed pm + Performance based incentives After 6 months training: CTC 8.00 LPA (4.20 LPA Fixed + 3.80 LPA Variable based on performance)
Batch Eligible	:	2026 passed out
Selection Process	:	Group Discussion & Two Rounds of Interview

First month's salary will be on hold and it will be released along with Fourth month salary. This is just for the retention purpose as per the company norms, will be the same for both Interns and Full time employees.

Responsibilities Include:

1. Calling the leads provided in the CRM and understanding their requirements of career up-skilling and pitch the right course as per their needs.
2. Consistently achieve revenue targets in line with team/organizational objectives.
3. Proactively identifying cross-selling/up-selling opportunities with existing customers. Identifying references through the existing customer base to increase the sales pipeline. Should be maintaining all customer interactions in the CRM.
4. Should have decent exposure working with any CRM like Salesforce and Zoho Managing all pre-sales to post-sales support activities for the assigned leads. Follow up on leads and conduct research to identify potential prospects.
5. To understand customer requirements in the geography assigned and future product portfolio improvement based on past customer feedback.

"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

Skills Preferred:

- . Excellent spoken and verbal skills
- . Ability to persuade and negotiate
- . Ability to work under stress
- . Ability to work in a team
- . Fast-learner, keen on details, and self-motivated

Interested students may register at the link mentioned below:-

Placement Portal Link: placements.ptu.ac.in

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 27-July-2026 before 1000 hrs.**

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

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

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.