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/...1050..... Dated. 30/Oct/2026

Directors/HoDs (All Engineering & Mgmt. Departments)
University Main Campus & it's Constituent Campuses
I K Gujral Punjab Technical University Jalandhar Kapurthala

Sub: Provakil, Pune – Joint Campus Placement Drive.

Respected Sir/Madam

I K Gujral Punjab Technical University invite students of it's Main Campus & Constituent campuses to participate in Provakil, Pune – Joint Campus Placement Drive as per details mentioned below: -

Designation	:	Business Development Representative **(JD attached)**
Course/Stream	:	B.Tech (All streams) & MBA
Job Location	:	Chandigarh
Salary Package	:	Rs. 5.50 LPA
Batch Eligible	:	2026 passed out & 2027 passing out
Required Skills	:	Good communication skills (Language proficiency students can read, write & speak Punjabi)
Selection Process	:	Virtual Aptitude Assessment, followed by 2-3 rounds of Interviews.

Interested students may register at the link mentioned below:-

https://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 01-Oct-2026 before 1000 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,

30-10-2026

Er. Mohit Jain
Assistant Registrar (CR&A)

CC:

1. SVC: For kind information of the Hon'ble Vice Chancellor
2. DR (ITS) - To upload at University website
3. Assistant Registrar (CR&A) For kind information & coordination.

p r o v a k i l

Business Development Representative

Department	Sales
Reports To	Director of Sales
Location	Chandigarh
Experience	1- 4 years
Employment Type	Full-time

Role summary

You will own the full new-business sales cycle at Provakil - from identifying potential enterprise clients to running product demos to closing deals. Unlike a pure lead-generation role, you're involved end-to-end: you find the prospect, build the relationship, demonstrate the product, negotiate the terms, and bring in the revenue.

You'll spend your time researching target accounts, reaching out to decision-makers (General Counsels, compliance heads, legal ops teams), conducting in-person and online demos, and preparing proposals that convert. This role requires travel to client locations for on-site meetings and presentations. You'll be measured on pipeline generated, demos conducted, and deals closed against quarterly sales targets.

What you'll do

Prospecting & lead generation

- Research and identify new business opportunities - map target accounts based on Provakil's ideal customer profile (enterprise companies with legal, compliance, or IP functions)
- Generate leads through multiple channels: cold calling, cold emails, LinkedIn outreach, industry events, and referral networks
- Build and maintain a prospect pipeline with accurate data in the CRM - company details, stakeholder mapping, outreach history, and deal stage
- Stay current on market trends, competitor activity, and industry developments that could create new selling opportunities

Sales demos & deal closure

- Conduct product demonstrations - both in-person at client locations and online - tailored to the prospect's specific use case, pain points, and decision-making criteria
- Understand client requirements through discovery conversations: what problems they're trying to solve, what their current process looks like, and what success means for them
- Prepare and submit proposals, quotations, and commercial terms - ensure they are accurate, competitive, and aligned with what was discussed during the demo
- Negotiate pricing and contract terms, handle objections, and drive deals to closure within defined sales cycles

- Meet or exceed quarterly sales targets for demos conducted, pipeline generated, and revenue closed

Relationship building

- Build trusted relationships with prospects and clients - you're not just selling a product, you're building the foundation for a long-term enterprise partnership
- Engage with multiple stakeholders within target organisations: legal heads, IT teams, procurement, and C-suite decision-makers
- Follow up consistently and professionally - enterprise sales cycles are long, and persistence with respect is what converts interest into commitment
- Represent Provakil at industry events, conferences, and client meetings with professionalism and product knowledge

Collaboration & reporting

- Collaborate with Marketing to leverage campaigns, content, and events that support pipeline generation
- Work with Product to provide structured market feedback: what prospects are asking for, what competitors offer, and where the product wins or loses deals
- Update the CRM daily with accurate deal status, meeting notes, next steps, and revenue forecasts
- Report on sales activity, pipeline health, and deal progress to sales leadership on a weekly basis

What success looks like in your first 60 days

First 30 days

- Complete onboarding and develop a solid understanding of Provakil's product, pricing, target market, buyer personas, and competitive landscape
- Learn the sales playbook: ICP definition, discovery framework, demo flow, proposal process, and CRM workflows
- Shadow senior sales team members on discovery calls, product demos, and client meetings to understand the process and tone
- Start building your first prospect lists and initiate outreach - cold calls, emails, and LinkedIn connections - under guidance
- Conduct your first product demo (co-led with a senior team member) by the end of the month

Days 31–60

- Run outbound prospecting independently - build pipeline through your own research and outreach efforts
- Conduct product demos independently, both online and in-person, with minimal support
- Prepare and submit your first proposal or quotation to a qualified prospect

- Develop a consistent daily rhythm: prospecting blocks, follow-ups, CRM updates, and meeting preparation
- Report on your pipeline and activity metrics in weekly sales reviews

Must-have skills

- 1 - 4 years of experience in sales, business development, or a similar client-facing role - B2B or enterprise experience is a plus but not mandatory
- Strong verbal and written communication in English and Punjabi - you'll be presenting to senior professionals and writing proposals that represent the company
- Confidence in client-facing situations - you're comfortable walking into a room (or joining a call) with senior stakeholders and holding a professional conversation
- Ability to understand a technical product well enough to demo it and answer prospect questions - you don't need to be an engineer, but you need to learn the product inside out
- Selling and negotiation instincts - you can identify client pain points, position the product against them, and handle objections without getting flustered
- Comfort with travel - this role involves visiting client locations for in-person demos and meetings, sometimes at short notice
- Proficiency in MS Office and LinkedIn for research, outreach, and proposal preparation
- Comfort with sales targets - you'll carry a quota and be measured on pipeline and revenue generated

Good-to-have skills

- Experience selling SaaS or enterprise technology products
- Familiarity with CRM tools (Salesforce, HubSpot, or similar) and sales outreach platforms
- Prior experience conducting product demos or sales presentations to enterprise buyers
- Understanding of enterprise procurement processes and multi-stakeholder sales cycles
- MBA or relevant postgraduate qualification

What you'll learn in this role

- Full-cycle enterprise sales: from prospecting through demo, negotiation, and closure - the complete skill set for a career in B2B sales
- How to sell a complex technical product to sophisticated enterprise buyers - stakeholder mapping, multi-threaded selling, and navigating procurement
- Deep exposure to a high-growth vertical (legaltech) where deal sizes are significant and client relationships span years, not transactions

About Provakil

Provakil is one of India's leading legaltech platforms, helping enterprises manage litigation, contracts, compliance, and intellectual property through a single integrated product. Founded in 2017, we serve 200+ enterprise clients including Fortune 500 companies.

We're a product-first company with deep domain expertise in Indian legal operations. The team is a mix of engineers, lawyers, product thinkers, and business operators - and the sales team is growing fast to match the pace of the product.