Ref. No. IKGPTU/CRA/...1063..... Dated. 03/Nov/2026

Directors/HoDs (Department of Management & Applied Sciences)
University Main Campus & it's Constituent Campuses
I K Gujral Punjab Technical University Jalandhar, Kapurthala

Sub: TechSnitch Pvt. Ltd. - Joint Campus Placement Drive.

Respected Sir / Madam

I K Gujral Punjab Technical University invite students of its Main Campus & Constituent Campuses to participate in TechSnitch Pvt. Ltd. - Joint Campus Placement Drive as per details mentioned below :-

Designation	:	**Profile 1:-** Technical Trainee **Profile 2:-** Business Development Executive (BDE)
Course/ Stream	:	**Profile 1:-** MCA / M.Tech (Computer Science or IT Background) **Profile 2:-** BBA/ MBA/ B.Com/ M.Com/ BA/ MA/ B.Sc (All streams)
Job Location	:	Noida, Uttar Pradesh
Salary Package	:	**Profile 1:-** During 06 months training: Unpaid (PPO): Based on performance and assessments during the training period First year: 3.00 LPA Second year: Rs. 4.00 LPA (After successful completion of the first year) Third Year: ₹5.5 LPA (After successful completion of the second year) Profile 2:- 3.00 LPA – 4.00 LPA
Batch Eligible	:	2027 passed out
Service Agreement	:	Profile 1:- 2.5 Years (Applicable Post-PPO) Profile 2:- 1.5 Years
Selection Process	:	**Profile 1:-** Initial Profile Screening, HR Interview, Technical Interview & Final Face-to-Face Interaction at company's Noida Office **Profile 2:-** Initial HR Screening, Communication & Interpersonal Skills Assessment and Business Development / Managerial Interview

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

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(s) of your campus/ department to share the information with the concerned students. ***Last date of online registration is 05-Nov-26 before 1300 hrs.***

Detailed Job Descriptions are attached for your reference.

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

For any further queries, you may please call the undersigned @ +91- 9478098136.

With profound regards,

03-11-2026

Er. Mohit Jain
Assistant Registrar (CR&A)

CC:

1. SVC: For kind information of the Hon'ble Vice Chancellor
2. Head (CT&P): For kind information
3. DR (ITS) - To upload at University website
4. File.

Profile 1: Technical Trainee

Program Overview

The program is designed to provide students with practical exposure to enterprise technologies, automation, IT operations, and real-world technical environments.

Selected candidates will undergo structured training under the guidance of our internal technical team, helping them develop the technical knowledge, professional skills, and industry understanding required for future opportunities.

Training Coverage

- Exposure to day-to-day technical activities and enterprise platforms.
- Participation in project-related assignments and practical learning exercises.
- Understanding of automation concepts, IT operations, and digital transformation solutions.
- Assistance with technical documentation and knowledge management.
- Structured learning sessions, technical assessments, and guided assignments.
- Execution of assigned tasks under the supervision of experienced technical professionals.

Desired Skills

- Basic understanding of programming, databases, and IT fundamentals.
- Strong analytical and problem-solving abilities.
- Willingness to learn new technologies and enterprise platforms.
- Good communication and teamwork skills.
- Consistency, discipline, adaptability, and a positive learning attitude.

Profile 2: Business Development Executive (BDE)

Role Overview

We are looking for enthusiastic, confident, and motivated individuals who are interested in building a career in Business Development, B2B Sales, Client Acquisition, and Relationship Management.

The selected candidates will work closely with our business development team to identify new business opportunities, connect with potential clients, build professional relationships, and contribute to the company's growth.

This opportunity is suitable for fresh graduates with strong communication skills, a proactive mindset, and an interest in the IT services and consulting industry.

Key Responsibilities

- Research and identify potential clients, target companies, and new business opportunities.
- Generate leads through LinkedIn, email outreach, cold calling, referrals, and professional networking.
- Connect with key decision-makers to understand their business requirements and introduce relevant services.
- Support client acquisition and business development activities across IT consulting, resource augmentation, and enterprise solutions.
- Build and maintain professional relationships with prospective and existing clients.
- Coordinate discovery calls, client meetings, business discussions, and follow-up activities.
- Assist in preparing business proposals, presentations, and client communications.
- Maintain lead databases, track prospect interactions, and manage the sales pipeline.
- Collaborate with internal recruitment, delivery, and business teams to address client requirements.
- Support lead conversion, client engagement, and business growth initiatives.
- Stay updated on industry trends, market opportunities, and competitor activities.

Required Skills & Competencies

- Excellent verbal and written communication skills in English.
- Strong interpersonal, presentation, and relationship-building abilities.
- Confidence in initiating conversations and engaging with professionals.
- Basic understanding of sales, marketing, business development, and lead generation.
- Good research, analytical, and problem-solving skills.
- Familiarity with LinkedIn, MS Office, and professional email communication.
- Strong negotiation, persuasion, and follow-up skills.
- Ability to manage multiple tasks and work towards business objectives.
- Self-motivated, proactive, adaptable, and eager to learn.
- Interest in B2B Sales, IT Services, Client Acquisition, and Business Growth.