



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/ 29

Dated 13-10-2020

Directors/ Principals
All the Institutions/Colleges & University campuses
Affiliated to IKG PTU

Sub: Capital Via – Joint Campus Placement Drive (online)

I K Gujral Punjab Technical University invites your institute to participate in online Joint Campus Placement Drive of Capital Via.

Following are the details:

Company Name : Capital Via (www.capitalvia.com)
Date : 22th October, 2020
Designation : Client Acquisition Manager (Details attached)
Job Location : Indore, M.P.
Application : <https://placements.ptu.ac.in>
Salary Package : CTC 1.52 LPA + Incentives (initial 3 months)
After 3 months Rs. 3.06 LPA (CTC)
Course/Stream : B. Tech (all stream) & MBA (all stream)
Eligibility Criteria : 60% throughout, no pending backlogs
Batch Eligible : 2020 passed out and 2021 passing out
Selection Process : Online Test and Interview

In light of the above you are requested to direct T&P officer of your College/Institute to share the said information with concerned students and ensure maximum participation. Interested students can login at <https://placements.ptu.ac.in> and apply for job through their account.

Last date to apply for the said job is Oct 20, 2020. (till 1300 hrs)

For any queries you may call the undersigned @ +91- 9478098076.

With profound regards,

MS Bedi
Assistant Director ^{13/10/20}
(Corporate Relations & Alumni)

"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

Client Acquisition Manager (Sales)

Reporting to: Business Manager - Sales

Accountability: Client Acquisition, Client Relationship management and Revenue Generation

Roles and Responsibilities:

- Effectively engaging with the clients and generating the set targeted revenue
- Analyzing, differentiating and converting clients from hot prospects by calling on qualified leads
- Calling prospective clients and engaging with them to maximize sales
- Focusing on building long-term relationship with the clients
- Ensuring that the client information is maintained and updated in CRM
- Conducting market research and keeping up to date with the knowledge of market
- Taking initiatives and prioritizing tasks effectively to deliver business results
- Ensuring high customer retention through customer service and relationship
- Escalating the burning issues at the right moment to the direct reporting manager

Qualifications and Experience

- B.E./ B.Tech (Any Stream) or MBA
- Experience of working in BFSI sector would be an added advantage
- NISM X L1/L2 or NISM XI certification would be an added advantage

Knowledge

- Strong Communication skills
- Proficiency in using MS Office (Word, Excel, Power Point etc.)
- Proficiency in local language (Hindi)

Skills

- Excellent analytical skills
- Negotiation Skills
- Able to handle situations diplomatically
- Aggressive and passionate at work
- Able to work well in teams and drive the teams whenever needed
- Should be self-motivated and able to motivate others
- Good decision-making ability
- Adaptable to dynamic and fast paced work environment
- Ability to handle stress

CTC - 3.06 LPA + Performance based Incentives

Location - Indore, M.P.