



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/.....978.....

Dated. 03/Sept/2026...

Directors/ Principals

All the University Campuses & it's Affiliated Colleges

I K Gujral Punjab Technical University Jalandhar, Kapurthala

Sub: ICICI Bank Ltd. - Joint Campus Placement Drive.

Respected Sir/Madam

I K Gujral Punjab Technical University invite students of its campuses & affiliated colleges to participate in ICICI Bank Ltd. - Joint Campus Placement Drive as per details mentioned below:-

Designation	:	Relationship Manager (Details attached)
Course/ Stream	:	Graduation (Any stream)
Job Location	:	Pan India (02 months classroom training)
Salary Package	:	During training:- Stipend 18k per month After training:- Absorption in the Bank at Deputy Manager grade I and Relationship Manager role (CTC in the range of 5.00 to 5.50 LPA)
Batch Eligible	:	2026 passing out
Eligibility Criteria	:	60% marks (aggregate) in 10 th & Graduation
Selection Process	:	Online Aptitude Test & Interview

Interested students may register at the link mentioned below:-

https://docs.google.com/forms/d/1aubuHETI3NGu-yH1etz7a_3Oed8noIw2zIAm2IaFkyI/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 07-Sept-2026 before 1500 hrs.**

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

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

"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

Job Description
Relationship Manager (Sales Role)

About the Company

ICICI Bank Ltd, is one of India's leading private bank offering a wide range of financial services. Established in 1994, it is headquartered in Mumbai and has strong domestic and international presence. It operates through a vast network of 7000+ branches and 1.25 lacs+ employees across India and globally.

ICICI Bank plays an integral role in India's financial sector by supporting economic growth through a unique bouquet of digital solutions covering the diverse banking needs of customers consisting of individuals, self-employed professionals, SMEs, proprietors, government, and retail & corporate institutions. It covers a complete range of banking services from bank accounts, payments, banking transactions, and credit cards to personal, mortgage, vehicle loans, and business & institutional solutions for facilitating a seamless customer banking experience.

At ICICI Bank, we do not push products. We recommend only those solutions that genuinely meet the customer's needs. Every recommendation is made with the customer's best interest at the center just as we would advise our own family members. Our approach is anchored in truthfulness, trust, and transparency, shaping the way we serve customers and collaborate as a team.

Key Role & Responsibilities:

Responsible to drive sales growth through new business opportunities and managing customer relationship through regular customer engagement.

- Identify and pursue new sales opportunities by acquiring and onboarding new customers for the Bank.
- Develop and maintain relationships with potential and existing customers by offering appropriate banking solutions that meet the needs of customers (Customer 360).
- Ensure high level of customer satisfaction and retention while ensuring growth in wallet share of new and existing customers.
- Meet customers regularly in your assigned geography to build strong relationship with them.
- Ensure compliance with company policies and banking regulations.

Eligibility Criteria

- Education: Any Graduate with minimum 60% marks (aggregate) in 10th and Graduation
- Age: Below 25 years
- Willing to do Sales
- Location: Willing to relocate to any location within India

Compensation

INR 5.50 Lacs per annum Cost To Company (Compensation details mentioned are for Mumbai location. For other location appropriate adjustment will be made for HRA and hence, there could be a change in overall CTC)