

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT DRIVE: PLANETSPARK PVT. LTD.

Notice No.: AJU/T&P/PG/0016/20-21

Date: 05/02/2021

COMPANY PROFILE:

PlanetSpark Pvt. Ltd. is an online platform where children learn and develop 'new age' skills through live classes. **They are backed by FIITJEE, Indian Angel Network, Hyderabad Angels and Lead Angels.** The platform leverages powerful technology to provide live online classes to K8 learners on English Communication, Public Speaking, Creative Writing and other 'new age' skills. **PlanetSpark is on a journey to make the traditional and unorganized tuitions obsolete through its virtual classroom.**

<http://www.planetspark.in>

PROFILE: Business Development (Counsellor)

REMUNERATION OFFERED:

CTC During 1 month Probation – INR 25,000 per month (Fixed) + Incentives

After Probation – INR 7.6 LPA [INR 4.99 Lacs (Fixed) + INR 2.61 Lacs (Variable)]

JOB LOCATION: Gurgaon (Base Location); During Initial Period it would be Online/Remote

JOB DESCRIPTION:

1. Calling Leads

- Call on parent leads through CRM
- **60-75 leads are to be called daily**

2. Generating Trial classes

- **Pitch to the parents to take PlanetSpark Trial Class**

3. Take counselling sessions and convert them

- **Conduct counselling sessions for parents who take trial classes**
- Close the sale through smart and strategic approach
- **Generate Revenue (3L+ per month)**

4. Need to handle US & Canada client.

WORKING HOURS & DAYS:

8 pm to 5 am; 6 days working; Sunday weekly off

ELIGIBILITY CRITERIA:

1. MBA; Passing Year 2021

2. Both Male & Female can apply

3. Excellent English communication skills and should be enthusiastic

4. A keen desire to drive the Business Development/Sales for a fast growing seed funded early stage start-up. An apparent Founder's mind-set i.e. a mind-set where the person can own up Business Development/Sales and shape it independently like a Founder.

5. A person who is extremely passionate about Business Development, Sales and "Starting Up" in general. The person is going to be a part of a closely knit small team of passionate individuals with a single-minded focus to sell India's first genuinely world class EdTech products.

SELECTION PROCESS:

1. Online Group Discussion Round

3. Telephonic Round Interview

4. Video Conferencing Round Interview

Tentative Date of Joining: Immediate

PROCESS OF REGISTRATION:

1. Interested students need to click on the below link or copy/paste the link on Google Chrome (or any other Web Browser) to fill all their details in the provided Google form and should submit to register successfully.

<https://forms.gle/GBbAPCmaHVwT6rbU7>

2. Please note that it is mandatory to submit the above form to nominate successfully.

3. The form can be submitted only once, thus please be cautious while filling up the form.


4. The Resume File name must be student's own name.

5. Registration deadline for Nomination is till 02:00 pm, 6th February 2021.

6. One student can Register only once, thus be cautious while registering.

7. Please Note: The Registration process will automatically turn off after the provided deadline

Sd/-



HEAD – TRAINING & PLACEMENTS

Disclaimer: The information mentioned above is as shared by the employer. The institution will not be responsible for any deviation