

**ARKA JAIN UNIVERSITY**  
**TRAINING & PLACEMENT DEPARTMENT**

**PLACEMENT OPPORTUNITY @ PLANETSPARK**

NOTICE NO.: AJU/T&P/UG/0029/20-21

DATE: 11-05-2021

NAME OF COMPANY: WINSPARK INNOVATIONS LEARNING PVT. LTD.

NAME OF PAYROLL COMPANY: WINSPARK INNOVATIONS LEARNING PVT. LTD.

**COMPANY PROFILE:**

**PlanetSpark** 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.

WEBSITE: <http://www.planetspark.in>

PROFILE: **Business Development (Counsellor)**

**REMUNERATION OFFERED:**

CTC During 1 Month Probation – INR 20,000 per Month (Fixed) + Incentives

AFTER PROBATION:

**INR 7.1 LPA (INR 4.49 LPA – Fixed + INR 2.61 LPA – Variable); For UAE Process**

**INR 6.5 LPA (INR 3.89 LPA – Fixed + INR 2.61 LPA – Variable); For Domestic Process**

ELIGIBLE COURSE & SPECIALIZATION: **BBA/BCA/BSC IT/BCOM/BA (ENG/ECO/JMC)**

ELIGIBLE PASSING YEAR: **2021**

ELIGIBLE GENDER: **MALE/FEMALE**

**IMPORTANT CRITERIA:**

- 1) Willing to work 6 days a week
- 2) Willing to work in a Start-up
- 3) Mondays Off
- 4) Job Location – Work From Home (During Covid Situation)

(Please note – After the Covid Situation gets over, your job location would be Gurgaon. At that point of time, If you are not based in Delhi NCR and are not willing to re-locate, you are allowed to work remotely. However, an amount of INR 5,000 per Month would be deducted from your fixed part of your CTC.)

## **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)

## **JOB REQUIREMENTS:**

### **Who they we looking for?**

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.

### **What are the behavioural attributes that they are looking for?**

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

## **SELECTION PROCESS:**

### **1. Online Group Discussion Round**

### **3. Telephonic Round Interview**

### **4. Video Conferencing Round Interview**

**TENTATIVE DATE OF JOINING: Immediate**

## **PROCESS OF REGISTRATION:**

**01.** 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/UM2pmnrcjvCoZXyz8>**

**02.** Students registered with the T&P Department for placements, are only eligible.

**03.** Already placed & debarred students are not eligible.

**04.** Updated list of debarred students is available with the respective HODs.

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

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

**07.** The Resume File name must be student's own name.

**08.** Registration deadline for Nomination is till 10:00 am, 12<sup>th</sup> May 2021.

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

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

**11.** You are advised to read & understand the disclaimer below before applying for this opportunity.

12. For queries you may WhatsApp @ 9572832227 (Mr. Shashi – TPO, AJU).

Sd/-



HEAD – TRAINING & PLACEMENTS

Disclaimer: The above Notice is based on the information as shared by the employer. The University will not be responsible for any deviation.