

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

**PLACEMENT OPPORTUNITY @ PLANETSPARK**

NOTICE NO.: AJU/T&P/PG/0001/21-22

DATE: 27-07-2021

NAME OF COMPANY: PLANETSPARK (WINSPARK INNOVATIONS LEARNING PVT. LTD.)

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

**Registration Deadline is 10:00 am, 29<sup>th</sup> July 2021**

**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 25,000 per Month (Fixed) + Incentives

AFTER PROBATION:

**INR 7 LPA(INR 4.39 LPA – Fixed + INR 2.61 LPA – Variable);For Domestic Process**

ELIGIBLE COURSE & SPECIALIZATION: **MBA**

ELIGIBLE PASSING YEAR: **2022**

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 (At the time of semester examination will provide the leave)**

### **PROCESS OF REGISTRATION:**

**01. PRIOR TO APPLYING** for the inline job profile, you must **GO THROUGH AND CLEARLY UNDERSTAND** the **BELOW MENTIONED** important points from the **PLACEMENT POLICY**.

**02.** The points mentioned are from the existing Placement Policy and are subject to revision and/or modification as and when required.

**03.** 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/bLDWRoYetiszLUaXA>**

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

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

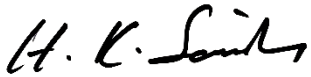
**06.** The Resume File name must be student's own name.

07. Registration deadline for Nomination is till 10:00 am, 29<sup>th</sup> July 2021.
08. One student can Register only once, thus be cautious while registering.
09. Please Note: The Registration process will automatically turn off after the provided deadline.
10. You are advised to read & understand the disclaimer below before applying for this opportunity.
11. For queries you may WhatsApp @ 9831664615 (Mr. Rahul Rej – TPO, AJU).

#### **PLACEMENT POLICY:**

01. For every stream students we would follow One-Student One-Job Policy. Once a student is PLACED, he/she would not be allowed to participate in the forthcoming Placement drives.
02. A student is considered to be “PLACED” once the organization announces the final result and accordingly his/her name features in the final result. There are various ways through which organizations confirm the selection of candidates. This could either be by publishing/sharing the result of selected candidate(s) by a letter, e-mail etc. or by sharing soft/physical copy of the candidate’s Offer Letter/Selection Letter. In all such cases where the student’s name features in the result of selected candidates or an offer letter/selection letter is issued, the student will be considered to have secured the Offer and PLACED with the concerned organization.
03. The Training and Placement department is the only source of contact and sharing information pertaining to all the placement drives.
04. The organizations would share the result of selected students and send the Offer letters/selection letters/E-Mails to the Training & Placement Department.
05. No student is allowed to communicate directly with the companies& visiting/engaging with the University for the Placement Drive until he/she gets placed with the particular organization or with a formal approval from the T&P Department.
06. Students misbehaving with Recruitment Team/Teaching or Admin staff will be debarred.
07. Students are strictly advised not be in casual wear during the process. Any student, who is not in a presentable condition (shabbily dressed/wearing floaters/slippers etc.), shall not be allowed to participate in the process further.
08. Students must carefully go through the Job Description, Eligibility Criteria, Job Location and Application Process and apply only when he/she finds it suitable.
09. The students are advised to visit the Company Official Websites and gather significant knowledge through various sources before appearing for the Placement Drives.
10. Students who are found not taking the process seriously may simply be debarred from the next 3 placement drives or all upcoming Placement Drives including the ongoing drive.
11. Selected participants who shall not be joining, to be served a notice to show cause as to their not joining, failing which, they shall be debarred from future placement participation in campus recruitment.
12. Selected participants who wish to resign from their current employer must inform the respective HR and serve notice period as suggested by the HR and also submit a copy of their resignation & relieving letter to the Training & Placement department of Arka Jain University.
13. All participant students are expected to behave in a professional manner and if at any stage they are found not behaving professionally, they would be debarred from the process with immediate effect.
14. The decision of the head of the Training and Placement department will be final in any situation and no argument will be entertained pertaining to the placement process and also no one has the authority to question his decision.

Sd/-



**HEAD – TRAINING & PLACEMENTS**

**Disclaimer:** The above Notice is based on the information as shared by the employer. The employer reserves the right to change or modify the afore-mentioned job details without any prior information. The Training & Placement Department and the University will not be responsible for any deviation. Nominating or applying for the vacancy/job profile indicates your agreement to all the Terms & Conditions/Training & Placement Department Placement Policy, in these terms, as modified from time to time. Therefore students are strictly advised to read clearly & understand the Placement Policy (Procedural & Behavioral both) laid by the AJU Training & Placement Department, before applying for the above-mentioned profile.