

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

**PLACEMENT OPPORTUNITY @ PLANETSPARK**

NOTICE NO.: AJU/T&P/UG/0016/22-23

DATE: 08-12-2022

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

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

**Registration Deadline is 10:00 am, 10<sup>th</sup> December 2022**

**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:**

**FOR DOMESTIC PROCESS:**

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

**AFTER PROBATION:**

**INR 6.5 LPA (INR 3.89 LPA – Fixed + INR 2.61 LPA – Variable)**

**FOR INTERNATIONAL PROCESS:**

**CTC During 1 month probation – INR 20,000 per month (fixed) + incentives**

**AFTER PROBATION:**

**INR 7.1 LPA (4.49 LPA – fixed + 2.61 – variable)**

**ELIGIBLE COURSE & SPECIALIZATION: BBA/BCOM/BA (ENGLISH)**

**ELIGIBLE PASSING YEAR: 2023**

**ELIGIBLE GENDER: MALE/FEMALE**

**WORKING CRITERIA:**

<b>BBA/BCOM/BA(ENGLISH)</b>			
	<b>UAE</b>	<b>US</b>	<b>Domestic (INDIA)</b>
<b>Work hours</b>	3 PM to 12 AM	8 PM to 5 AM	9:30 AM to 7:00 PM
<b>Working days</b>	6 Days working	6 Days working	6 Days working
<b>Weekly Off</b>	Sunday	Sunday	Monday

**JOB LOCATION: Gurgaon (Work from office)**

**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 behavioral 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: (VIRTUAL)**

**1) Online Group Discussion**

**2) HR PPT**

**3) Video Upload round**

**4) Role-play Round**

**5) Personal Interview Round - 2**

**TENTATIVE DATE OF JOINING: Immediate (Leave will be provided for the semester exam)**

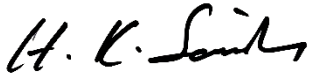
**PROCESS OF REGISTRATION:**

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/oPwTkWnnJWsJRpEr8>

- 02. Students registered with the T&P Department for placements are only eligible.
- 03. Please note that it is mandatory to submit the above form to nominate successfully.
- 04. The form can be submitted only once, thus please be cautious while filling up the form.
- 05. The Resume File name must be the student's own name.
- 06. **Registration Deadline is 10:00 am, 10<sup>th</sup> December 2022.**
- 07. One student can Register only once, thus be cautious while registering.
- 08. Please Note: The Registration process will automatically turn off after the provided deadline.
- 09. You are advised to read & understand the disclaimer below before applying for this opportunity.
- 10. **For queries you may WhatsApp @ 9831664615 (Mr. Rahul Rej – Manager T&P, AJU)**

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.