

DegreeLabs

Admission Counselor | Sales Associate

Job Profile Details

Placement Cycle	ARKA JAIN University - Placements 2024-25
Job Location	Clayworks Opus, Austin Road, Bengaluru
Date of Visit	NA
Position Type	Full Time
Expected Hires	NA
Sector	Counseling
CTC	INR 400000
Category	Level 2 - General
Description	<p>About Us At DegreeLabs, we connect students with top Indian universities that offer a wide array of programs, including domestic degrees and international pathway programs. Additionally, we provide access to short-term immersive certification programs ranging from one week to one semester, offered by prestigious foreign institutions around the globe. Our mission is to empower students by aligning their academic and career goals with the best educational opportunities available.</p> <p>Compensation: Salary: 4 LPA Incentives: Lucrative performance-based rewards upon achieving sales targets.</p> <p>Working Hours: Monday to Friday: 9 AM - 6 PM (Office) Saturday: Work from Home</p> <p>Roles and Responsibilities Lead Engagement: Make 60-80 unique calls daily with 2.5 hours of active talking time to engage with potential students, parents, and university representatives. Handle inbound queries with professionalism and empathy, ensuring customer satisfaction.</p> <p>Target Achievement: Drive 45 applications per month with a conversion ratio of 10%. Consistently meet and exceed individual and team sales targets.</p> <p>Product Expertise: Develop a deep understanding of DegreeLabs services and effectively communicate their value to students and institutions. Tailor presentations to address the unique needs of prospective customers.</p> <p>Relationship Management:</p>

Build and nurture positive relationships with students, parents, and universities to foster trust and long-term engagement.
 Act as a reliable advisor throughout the admissions process.
Data & CRM Management:
 Accurately document all interactions and maintain records in the CRM system.
 Provide detailed weekly and monthly performance reports to the management team.
Strategic Outreach:
 Adapt sales pitches to align with market trends and student preferences.
 Collaborate with internal teams to refine marketing and sales strategies.
Travel & Representation:
 Be open to traveling to universities and events to promote DegreeLabs programs.
Customer Satisfaction:
 Ensure timely and accurate information delivery to maximize satisfaction.
 Address objections and concerns with clarity and professionalism.
Skills Required
 Excellent verbal and written communication skills.
 Strong interpersonal and relationship-building abilities.
 Proficiency in Microsoft Excel and CRM tools (optional).
 Results-driven mindset with the ability to handle objections effectively.
 Strong organizational and time-management skills.

Open for Courses

- Jain - Arka Jain University Jharkhand

MBA (Semester)

1. Marketing & Finance
2. Marketing & Human Resource

Eligibility Criteria

	Applicants must have obtained
MBA (Semester)	60 % in Class 12th 60 % in Class 10th 60 % in Undergraduate
Work Experience Criteria	No work experience based criteria defined yet!
Allowed Genders	[Y] Male students [Y] Female students [Y] Other Genders
Backlogs	Students with backlog(s) not allowed

Hiring Workflow

Pre-placement Talk

No Venue/Time specified

Resume shortlisting

No Venue/Time specified

HR interview

No Venue/Time specified

Additional Info

No additional information