

PlanetSpark

Business Development Counsellor



Job Profile Details

Placement Cycle

ARKA JAIN University - Placements 2024-25

Job Location

Gurgaon

Date of Visit

NA

Position Type

Full Time

Expected Hires

NA

Sector

Business Development

CTC

INR 650000 - 710000

Category

Level 2 - General

Description

About PlanetSpark:

At PlanetSpark, they are on a mission to build the next generation of confident speakers and creative writers among kids and young adults. As a Series B funded global company, they are revolutionizing communication skills education through live classes with top 1% teachers, impacting over 13 countries. Backed by top VCs and entrepreneurs, they have raised over \$24 million across six funding rounds. Join their passionate team of 500+ members and 3500+ expert teachers to create the most loved brand for kids who will move the world!

Key Statistics:

- Series B Funded
- Operating in 13 countries
- 35,000 students
- 4,000 teachers
- 2 million enrolled classes

Your Role: Business Development Counsellor

As a Business Development Counsellor, you will play a vital role in expanding our reach and impact. You will be the frontline ambassador for PlanetSpark, responsible for driving sales and fostering relationships with potential clients.

Responsibilities:

1. Proactively seek new sales opportunities through cold

calling, networking, and social media.

2. Engage with 65-70 leads daily.
3. Schedule meetings with potential clients (parents).
4. Pitch and generate trial classes to encourage parents to try PlanetSpark.
5. Negotiate, close deals, and handle client complaints or objections.
6. Achieve department sales goals on a weekly target revenue model.
7. "Go the extra mile" to drive sales and exceed targets.

Training:

1. In your 14 days, you will undergo comprehensive training including Training Decks, Live Experiences, and Training Programs designed to provide a holistic learning experience. You will also receive a paid stipend during this period once you clear your Panel Screening Develop unmatched skills in the sector, aiming to accomplish 1 Lac revenue during training, earning your "License to Sell" (L-2-S) in 4-6 weeks

2. Training stipend: Rs. 21,428 fixed + incentives.

3. Post 1L Revenue achievement, your CTC will be:

Salary:

India Shift: INR 6.5 LPA (4.1 LPA Fixed + 2.4 LPA Variable) (32,366/- Monthly + 20000 monthly)

US/Canada Shift: INR 7.1 LPA (4.83 Fixed + 2.3 LPA Variable) (38,200/- Monthly + 20000 monthly)

Timings:

India Shift: 2 PM to 11 PM

Middle East Shift: 4 PM to 1 PM

US/Canada Shift: 9 PM to 7 AM

Note: Timing may extend sometimes as per the counseling session

Location Onsite (Gurgaon)

Qualifications:

1. Proficiency in English.
2. Strong understanding of marketing and negotiating techniques.
3. Quick learner with a passion for sales.
4. Self-motivated and results-driven.
5. Proven experience in sales or a related role is a plus.
6. Friendly, energetic personality with a customer service focus.

Criteria:

1. Willingness to work 5 days a week in a fast-paced startup environment.
2. Ready to work from the office and join immediately.
3. Week-off on (Tuesday and Wednesday).
4. Should have a personal laptop

Behavioral Attributes:

- A keen desire to drive growth in a fast-growing Series B funded startup.
- An entrepreneurial mindset.

- Ability to thrive in a dynamic, ever-changing digital environment.
- Resourcefulness, proactiveness, and expert communication skills.
- A good sense of humor is always a plus!

CULTURE SNEAK-PEAK

Apart from doing impactful work together, they ensure that their employees are well taken care of and that you feel strongly about creating confidence across the globe.

Take a sneak-peek at their impact here
<https://lnkd.in/dvjncjTw>

They like to do things together and they like to celebrate their milestones in the same spirit. 'WE' is the core of their work-culture and 'CONFIDENCE' is one of their core values.

Catch how they do things at their office
<https://lnkd.in/d3HRvbu2> Life at PlanetSpark
<https://youtu.be/UY5hcQQ9Zml>

Open for Courses

- Jain - Arka Jain University Jharkhand

BBA

1. Finance
2. Marketing
3. Human Resource

B.Com (Hons.)

1. Finance
2. Marketing
3. Human Resource

BCA

1. Data Science (DS)
2. Artificial Intelligence (AI)

MBA (Semester)

1. Marketing & Finance
2. Marketing & Human Resource

Eligibility Criteria

B.Com (Hons.)	<i>All students are eligible</i>
BBA	<i>All students are eligible</i>
MBA (Semester)	<i>All students are eligible</i>
BCA	<i>All students are eligible</i>

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	Venue : Virtual Time : 21 Nov 2024, 10:15 AM IST
Group discussion	Venue : Virtual Time : 21 Nov 2024, 10:20 AM IST
Assessment Round	Venue : Virtual Time : 21 Nov 2024, 12:00 PM IST

Additional Info

No additional information