

# PlanetSpark

## Business Development Counsellor (BDC)-Middle East Process



### Job Profile Details

Placement Cycle

**ARKA JAIN University - Placements 2025-26**

Job Location

Gurgaon

Date of Visit

NA

Position Type

Full Time

Expected Hires

NA

Sector

NA

CTC

INR 650000

Category

Level 2 - General

Description

**About PlanetSpark:**

PlanetSpark is a Series B-funded global company on a mission to build the next generation of confident speakers and creative writers. Operating in 13+ countries, they deliver live communication skills classes through top 1% handpicked teachers.

Backed by leading VCs like Prime Venture Partners, Indian Angel Network, and FIITJEE, along with global entrepreneurs such as Binny Bansal, Deep Kalra, and Gokul Rajaram, they have raised \$24M+ and continue to expand rapidly.

Website: [www.planetspark.in](http://www.planetspark.in)

**Role Purpose**

As a Business Development Counsellor Middle East, you will speak with parents and learners from the Middle East after a demo class and help them enroll in PlanetSpark programs.

No cold calling only interested, post-demo leads.

**Key Responsibilities**

Connect with Middle East clients via calls, WhatsApp & video meetings

Explain PlanetSpark programs clearly and confidently

Understand customer needs and recommend suitable courses

Handle objections and close enrollments

Achieve weekly sales targets

Provide a smooth onboarding experience to enrolled students

**Why Middle East Process?**

International client exposure

English-only communication  
Relationship-based selling  
High-quality, pre-qualified leads  
Training & Stipend  
14 days training Stipend: 21,428 + incentives  
License to Sell (L2S): Achieve 1L+ revenue in 46 weeks  
Compensation (Post Training)  
CTC: 6.5 LPA  
4.1 LPA Fixed  
2.4 LPA Performance Incentives  
Work Schedule  
Shift Timing: 3 PM 12 AM  
Work Days: 5 Days  
Weekly Off: Tuesday & Wednesday  
Weekend working is mandatory  
Eligibility (Campus Friendly)  
Strong English communication skills (mandatory)  
Willing to work from Gurgaon office  
Comfortable in a target-driven environment  
Must have a personal laptop  
Interview Process:



Pre-Placement Talk



Assessment Round



Sales Interview



Assessment Process:

- Selection Form
- Chat Interview
- Communication Test
- Video Resume Submission
- Final Sales Interview
- Document Verification

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 )

### **BA (Hons.)**

1. English

### **MBA (Semester)**

1. Marketing & Finance
2. Marketing & Human Resource

### **B.Tech**

1. Computer Science Engineering

## Eligibility Criteria

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

<b>Pre-placement Talk</b>	<i>No Venue/Time specified</i>
<b>Online test</b>	<i>No Venue/Time specified</i>
<b>HR interview</b>	<i>No Venue/Time specified</i>

## Additional Info

No additional information