



<b>Organization:</b>	<b>PLANET SPARK</b>
<b>Job Title:</b>	<b>Business Development Counselor</b>
<b>CTC:</b>	<b>6.5LPA (Domestic process)&amp;7.5 LPA(International process)</b>
<b>Location:</b>	<b>Gurugram</b>
<b>Departments Eligibility:</b>	<b>MANAGEMENT</b>
<b>Course Eligibility</b>	<b>BBA/MBA/B.COM</b>
<b>Student Gender Preference:</b>	<b>MALE/FEMALE</b>

## General Job Description

- Proactively seek new sales opportunities through cold calling, networking, and social media.
- Engage with 65-70 leads daily.
- Schedule meetings with potential clients (parents).
- Pitch and generate trial classes to encourage parents to try Planet Spark.
- Negotiate, close deals, and handle client complaints or objections.
- Achieve department sales goals on a weekly target revenue model.
- "Go the extra mile" to drive sales and exceed targets.

## Eligibility

MANAGEMENT/COMMERCE

BBA/MBA/B.COM

SPECIALIZATION : HR/MARKETING/FINANCE

Fresher

Proficiency in English.

Strong understanding of marketing and negotiating techniques.

Quick learner with a passion for sales.

Proven experience in sales or a related role is a plus.

Friendly, energetic personality with a customer service focus.

**Job Reviewed by: Director, Training & Placement**

**Job Approved by: Director, Training & Placement**

**Job opportunity provided through: Training and Campus Placement Department**

**Date: 09/10/2024**