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|-----------------------------------|----------------------------------------|
| <b>Organization:</b>              | <b>Planet Spark</b>                    |
| <b>Job Title:</b>                 | <b>Business Development Counsellor</b> |
| <b>CTC:</b>                       | <b>6 LPA – 7.2 LPA</b>                 |
| <b>Location:</b>                  | <b>Gurgaon</b>                         |
| <b>Departments Eligibility:</b>   | <b>Commerce &amp; Management</b>       |
| <b>Course Eligibility</b>         | <b>BBA/B.COM/MBA</b>                   |
| <b>Student Gender Preference:</b> | <b>Male/Female</b>                     |
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## General Job Description

- Engage with 65–70 nurtured leads daily via calls, WhatsApp, and social media
- Schedule and conduct personalized video counselling sessions
- Manage the entire sales lifecycle from engagement to enrollment
- Pitch trial classes, handle objections, and close deals
- Ensure an excellent onboarding experience for enrolled users
- Consistently meet and exceed weekly revenue-based targets

## Eligibility

COMMERCE & MANAGEMENT

BBA/B.COM/MBA

SPECILIZATION – ALL

FRESHER

Passion for sales, marketing and customer engagement

Strong English and communication skills.

A passion for problem-solving and analytical thinking.

Willing to relocate to Gurgaon.

Must own a personal laptop.

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

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

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