Srinath University
अध्ययन • अनुशासन • अनुग्रहण

JOB DESCRIPTION

PLANETSPARK

Organization:	**PLANET SPARK**
Job Title:	**BUSINESS DEVELOPMENT COUNSELLOR**
CTC:	**7.2 LPA**
Location:	**GURUGRAM**
Departments Eligibility:	**MANAGEMENT/IT**
Course Eligibility	**MCA/MBA**
Student Gender Preference:	**ANY**

General Job Description

- Engage with 65–70 nurtured leads daily through calls, WhatsApp, and social media.
- Conduct personalized video counselling sessions with parents or adult learners.
- Manage the complete sales cycle from lead engagement to enrollment.
- Pitch trial classes, address customer objections, and close sales.
- Ensure a smooth on boarding experience for enrolled customers.
- Achieve and exceed weekly revenue-based sales targets.

Preferred Skills

- Strong English communication and interpersonal skills.
- Passion for sales, marketing, and customer engagement.
- Excellent counselling and convincing abilities.
- Good objection-handling and problem-solving skills.
- Target-oriented and comfortable working in a sales environment.
- Strong follow-up and customer relationship-management skills.
- Must have a personal laptop.

Eligibility

MANAGEMENT/IT
Specialization **MCA/MBA**
Fresher
Technical skills, attention to detail, problem-solving, and communication skills.
Meeting minimum age requirements, typically 18 years old.

Job Reviewed by: Senior Director, Training & Placement
Job Approved by: Senior Director, Training & Placement
Job opportunity provided through: Training and Campus Placement Department

DATE:-14.05.2026