



Placement & Start-Up Cell

Dr. Harisingh Gour Vishwavidyalaya, Sagar (M.P.)

Ref. Placement/2024/245

Date- 14/03/2024

We are excited to announce an upcoming placement drive by PLANETSPARK, a renowned & innovative company. This presents an excellent opportunity for all our final semester students to kickstart their careers with a leading organization.

Registration: To participate in the placement drive by PLANETSPARK, interested students are required to register using the following link:
https://docs.google.com/forms/d/1Hlcnu_GtGlyJ7xXed0-KkCOSTUgzROy45OB1cNOGN30/edit

Eligibility Criteria: Bachelor's and all Master's Final Semesters students are eligible.

For any queries or assistance regarding the placement drive or registration process, please feel free to contact our placement cell at 9425425964, 8719063200 placementcell@dhsgsu.edu.in or visit the Placement Cell Office.

This is an excellent opportunity for you to launch your career with a dynamic and forward-thinking company like PLANETSPARK. We wish you the best of luck in your preparations, and we look forward to seeing you shine at the placement drive!

For all other details read the Job description in next page.

Prof. G.L Puntambekar,
Coordinator, Placement Cell

Job Description

1/2



Business Development Counsellor

📍 Gurgaon City 🏢 Office-based

About Planet Spark

PlanetSpark is on a mission to build the next generation of confident speakers and creative writers amongst kids and young adults. We are a Series B funded, global company impacting over 13 countries through live classes on Communication Skills through handpicked top 1% teachers. We are the category creators and market leaders in the communication skills segment.

Our learners participate in gripping debates, create viral YouTube videos, start their own podcast channels, perform stand-up comedy, write nail-biting mystery stories, and become confident and fearless speakers.

We are backed by some top VCs such as Prime Venture Partners, Indian Angel Network, FIITJEE, and global entrepreneurs such as Binny Bansal, Deep Kalra, Gokul Rajaram and Shirish Nandkarni. We have raised over \$24 Million till date over 5 rounds.



Come, join a passionate team of over 500 young and energetic team members and 3500+ expert teachers on this roller coaster ride to build the most loved brand for kids who will move the world!



Follow the Spark

📷 @planetspark

📺 /myplanetspark

Mission Statement for the Role

Generate revenue by achieving weekly targets through consultative inside sales

Role and Responsibilities

The Business Development Counselor interacts with parents or adult learners after they have taken a demo class and have experienced the product. Since these are high intent nurtured leads, there is no cold-calling or prospecting required.

The role involves achieving weekly revenue targets by:

- Inviting parents or the adult learner to a video counselling session
- Conducting a detailed video counselling session with the decision-makers and taking them closer to their decision to purchase
- Looking at the entire sales lifecycle, starting from engaging with parents till final conversion i.e. enrolment in the program

How is Sales at PlanetSpark different?



High Intent Leads

At PlanetSpark, the Counselors receive leads that have filled up an interest form, have taken a 1-hour long demo by a teacher and have received detailed feedback on their child. Thus, your role is to do consultative sales and close the leads and not do cold calling.

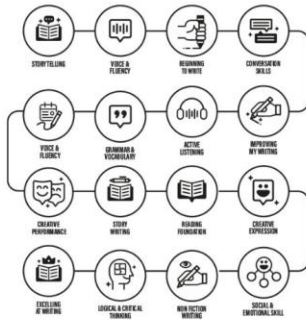


Rigorous Training

We do not throw you into the water. You undergo rigorous training, both instructor-led and on-the-job training along with mentorship program.

GLIMPSES

**Cutting edge
Curriculum taught
by top educators.**



**We offer the world's most extensive
and complete program for Public
Speaking for kids.**



**Truly global
community of
students.**



**Over 1 Million classes enrolled
from over 13 countries**

Details	Process: Domestic
Work hours	NOT FIX
Working days	5 Days working
Weekly Off	Tues,Wed
CTC	6.5 LPA

Details	Process: International
Work hours	NOT FIX
Working days	5 Days working
Weekly Off	Tues,Wed
CTC	7.5 LPA

Note:

For all the programs :For Domestic

During 1-month training – INR 21,428 per month (fixed) + incentives

After training – INR 6.5 LPA (4.1 LPA Fixed + 2.4 LPA Variable)

Note:

For all the programs : For International

During 1-month training – INR 21,428 per month (fixed) + incentives

After training – INR 7.5 LPA (4.9 LPA Fixed + 2.6 LPA Variable)

Incentives

Incentive Structure - BDC/Sr.BDC/AM	
%Ach	Incentive
90%	2.00%
100%	5.00%
125%	6.00%
150%	8.00%
200%	10.00%

The Interview Process:

- 1) Pre-Placement Talk
- 2) GD
- 3) Interview Round (HR)
- 4) Final Round

REGISTRATION LINK:https://docs.google.com/forms/d/1Hlcnu_GtGlyJ7xXed0-KkCOSTUgzROy45OBICNOGN30/edit