



JD - Business Development Counsellor

About PlanetSpark:

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 1:1 personalized classes on Public Speaking and Creative Writing through handpicked top 1% teachers. Our kids 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.

PlanetSpark is on its journey to becoming the global leader in the large and untapped communication skills segment by 2024. We are backed by some top VCs such as Prime Venture Partners and global entrepreneurs such as Binny Bansal, Deep Kalra, Gokul Rajaram and Shirish Nandkarni.

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!

Your Roles and Responsibilities:

Business Development is a critical aspect of our platform business.

1. Actively seeking out new sales opportunities through cold calling, networking and social media.
2. Calling 65-70 leads everyday
3. Setting up meetings with potential clients (parents)
4. Generating Trial Classes - Pitch Parents to take PlanetSpark trial Classes
5. Negotiate/close deals and handle complaints or objections
6. Follow and achieve department's sales goals on a monthly, quarterly and yearly basis (3L revenue per month)
7. "Go the extra mile" to drive sales

Mission Statement

1. In your training of 1st month, we shall actively probe you through the process using Training Decks, Live Experiences, Re-Training Programs that aims to give you an overall Learning experience along with you paid stipend along the journey.

2. We create career oriented BDCs in this 1 month whose skill becomes unmatched across the sector.

3. You are required to use right sales strategy and accomplish 1 Lac of revenue in the training period, hence making a way to achieve License to Sell (L-2-S)

4. You will be entitled for training stipend of Rs.21,428 fixed + incentives

5. Post 1L Revenue achievement, you will be entitled for below CTC

India Shift - INR 6.5 LPA (4.1 LPA Fixed + 2.4 LPA Variable)

US/ Canada Shift - INR 7.23 LPA (4.83 Fixed + 2.4 LPA Variable)

What are we looking for?

1. Proficiency in English
2. Thorough understanding of marketing and negotiating techniques
3. Fast learner and passion for sales
4. Self-motivated with a results-driven approach
5. Proven experience in sale or relevant role is a plus
6. A friendly and energetic personality with customer service focus

Criteria

1. Willing to work 6 days in a week in a fast paced startup
2. Ready to work from Office and join immediately.
3. Week-off on Thursday

What are the behavioral attributes that we are looking for?

- A keen desire to bring growth for a fast-growing Series B funded startup
- An apparent Founder's mindset
- The candidates should be able to work in a high paced ever-changing digital environment. The role will require you to be resourceful, proactive and an expert communicator. In turn it offers immense learning and growth.
- Don't forget to carry along a dash of humor. It never hurts. And we are fun loving people

CULTURE SNEAK-PEAK

-Apart from doing impactful work together, we ensure that our employees are well taken care of and that they feel strongly about creating confidence across the globe.



Take a sneak-peek at our impact here  <https://lnkd.in/dvjncjTw>

-We like to do things together and we like to celebrate our milestones in the same spirit. 'WE' is the core of our work-culture and 'CONFIDENCE' is one of our core values.



Catch how we do things at our office  <https://lnkd.in/d3HRvbu2>



Life at PlanetSpark  <https://youtu.be/UY5hcQQ9Zml>