



Business Development Counsellor

Gurgaon City Office-based



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 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!

Our Investors



Binny Bansal
Flipkart



Deep Kalra
MakeMyTrip

Key Statistics

Series B Funded	13 Countries	35k Students
4k Teachers	2 million Enrolled Classes	

Mission Statement for the Role

Generate revenue by achieving weekly targets through consultative inside sales

Roles 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 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

You get leads after they take a 1 hour demo



Extensive Training

You will get extensive instructor-led training and on-the job training



Career Progression

Get fast-track growth in designation and compensation



Rewards & Recognition

Become a star-performer and get recognized through the weekly rewards ceremony!

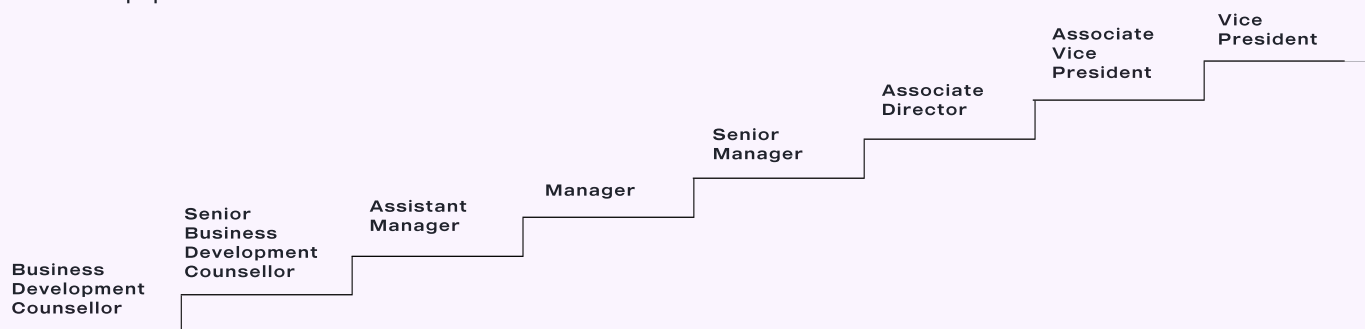
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Your Career Path

Working with a fast-growing startup provides the opportunity to grow aggressively up the ladder and assume greater responsibilities and experiences at a very young age. Our meritocratic, performance-based policy identifies and promotes top-performers.



Key Skills to be successful in the role:

-  Excellent Communication, interpersonal, presentation and problem solving skills
-  A go-getter attitude and a winning mindset
-  Excellent influencing skills and street-smartness
-  Performance driven people who adhere to guidelines set by the organization

What are we looking for?


We do not look for any specific degrees of GPAs. We are open to all those who have a passion for sales and the zeal to grow quickly in their career.


You should be located in Gurgaon or should be ready to locate to Gurgaon. This is a work-from-office role.

You should be okay to work 6 days a week with a weekly off on Thursday. Saturdays and Sundays are the most important days for your role as maximum customers take their counselling session on these days.

"Join us in our mission of Creating Confident Communicators!"

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