



## Job Title:

**Business Development Counsellor (BDC)** 📍 **Location:** Gurgaon (Work from Office)

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## 🌟 About PlanetSpark

PlanetSpark is building the next generation of confident speakers and creative writers. We're a **Series B-funded EdTech company** backed by leading entrepreneurs like **Binny Bansal** (Flipkart) and **Deep Kalra** (MakeMyTrip), transforming communication skills education across **13+ countries**.

With over **35,000+ students**, **4,000+ teachers**, and **\$24M+ raised**, we are growing rapidly and looking for passionate professionals to join us.

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## 💡 Mission Statement for the Role

Drive revenue growth by achieving weekly sales targets through **consultative inside sales**, focusing only on **high-intent leads** (post-demo class). No cold calling involved.

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## 🎯 Role Overview

As a Business Development Counsellor, you will connect with parents or adult learners after their demo session, help them make informed decisions, and convert them into enrolled customers. You'll be the **face of PlanetSpark**, driving business growth and delivering exceptional customer experiences.





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## Key Responsibilities

- 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**

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## What Sets Sales at PlanetSpark Apart

-  **High-Intent Leads:** All leads have attended a demo—no cold-calling
-  **Comprehensive Training:** 14-day live onboarding with real-time simulations
-  **Career Growth:** Fast-track promotions & pay growth for top performers
-  **Weekly Rewards & Recognition:** Celebrate wins, every week

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## Training & Compensation

### Training Period:

- 14 days of intensive onboarding
- Training Stipend: ₹21,428 (Fixed) + Incentives
- License to Sell (L2S): Achieve ₹1L+ revenue in 4–6 weeks

### Compensation Post Training:

- **Domestic Process:** ₹6.5 LPA (₹4.1 LPA Fixed + ₹2.4 LPA Variable)
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  - **Middle East Process:** ₹6.5 LPA (₹4.1 LPA Fixed + ₹2.4 LPA Variable)
  - **US Process (Night Shift) :** ₹7.2 LPA (₹4.83 LPA Fixed + ₹2.4 LPA Variable)
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### Shift Options (Select based on process):

- **Domestic Shift:** 2 PM – 11 PM
  - **Middle East Shift :** 3 PM -12AM
  - **US/Canada Shift:** 9 PM – 7 AM
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### What We're Looking For

- Strong **English communication and interpersonal skills**
  - Passion for **sales, marketing, and customer engagement**
  - Problem-solving attitude and ability to **handle objections gracefully**
  - Willingness to work in a **target-driven environment**
  - Must own a **personal laptop**
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### Eligibility Criteria

- Open to **graduates and postgraduates from 2024, 2025 and 2026 batches**
- Willing to **relocate to Gurgaon** (if not already based here)
- Joining based on the discussion with college

- Availability on **weekends is mandatory**
  - Work week: **5 days** (Week Off: Wednesday & Thursday)
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## **Why Join PlanetSpark?**

- Be part of a **high-growth EdTech** company transforming lives
- No cold calling—work with **nurtured, post-demo leads**
- Experience an **energetic, collaborative startup culture**
- Fast-track your **sales career with recognition and rewards**

### **Explore our journey:**

- PlanetSpark Impact <https://lnkd.in/dvjncjTw>
  - Office Tour <https://lnkd.in/d3HRvbu2>
  - Life at PlanetSpark <https://youtu.be/UY5hcQQ9Zml>
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**Ready to build the world's most confident generation while building your own career?  
Join us at PlanetSpark!**