Position Title: Business Development Counsellor (BDC)
Location: Gurgaon (Work from Office)
Experience Level: Fresher / Entry-Level Campus Hire

ABOUT PLANETSPARK

PlanetSpark is a fast-growing, globally recognized tech-driven education platform transforming communication skills training for K-12 learners. Backed by major consumer-internet founders and over $24 Million in growth funding, we host a vibrant international network of 4,000+ expert mentors training young minds to master public speaking, creative presentation, and structured thought leadership.

WHY THIS ROLE IS DIFFERENT

Feature	Strategic Advantage for Freshers
No Cold Calling	Engage strictly with pre-qualified, warm customer segments who have actively attended our live product demonstrations.
Professional Sales Training	Immersive learning curve covering consultative selling frameworks, structural negotiation, and client psychology.
Uncapped Incentives	High performance directly triggers immediate monetary rewards independent of standard timelines.
Global Exposure	Interact professionally with multicultural global markets across the Domestic, Middle East, and North American regions.

CORE ROLES & RESPONSIBILITIES

- **Consultative Counseling:** Proactively connect with parents and prospective global learners post their live interactive demo classes to gauge academic and skill requirements.
- **Solution Engineering:** Conduct objective, live counseling assessments via phone/web to guide families toward custom learning paths built around Public Speaking and Writing competencies.
- **Pipeline & Conversion:** Manage objections, deliver end-to-end support through the enrollment decision funnel, and hit targeted weekly operational metrics.
- **Relationship Integrity:** Ensure an institutional grade onboarding and communication standard that accurately mirrors PlanetSpark's global brand values.

TRAINING & ONBOARDING CONTINUUM

Every selected candidate undergoes a rigorous 14-day formal onboarding program that covers product depth, sales simulation modules, real-time coaching, and executive mentorship.

- **Training Stipend:** ₹21,428 fixed payout for the initial phase.

- **License to Sell (L2S):** Clear a fundamental operational checkpoint of ₹1,00,000+ top-line generation within the initial 4–6 week lifecycle to formally lock full scale pipeline deployment.

COMPENSATION ARCHITECTURE

Assigned Process Profile	Fixed Component	Variable / Incentive Cap	Total Comprehensive CTC
Domestic Process	₹4.10 LPA	₹2.40 LPA	**₹6.50 LPA**
Middle East Process	₹4.10 LPA	₹2.40 LPA	**₹6.50 LPA**
US Process (Night Shift)	₹4.83 LPA	₹2.40 LPA	**₹7.20 LPA**

Shift Configurations

Process	Timings (IST)
Domestic	2:00 PM – 11:00 PM
Middle East	3:00 PM – 11:30 PM
US / Canada	9:00 PM – 7:00 AM

Work Governance

Metric	Standard Structure
Working Roster	5 Days / Week
Weekly Offs	Wednesday & Thursday
Weekend Operations	Mandatory Calendar Days

ELIGIBILITY PARAMETERS

- **Academic Alignment:** Open to all Graduates/Postgraduates from the 2024, 2025, 2026, and upcoming 2027 streams.
- **Communication Depth:** Exceptional, highly articulate oral and written English proficiency is absolutely non-negotiable.
- **Infrastructure:** Possession of a fully functional, personal professional laptop is a mandatory requirement.
- **Mobility:** Ready to relocate to Gurgaon and adapt smoothly to the targeted target-driven business environment.

Explore PlanetSpark Digital Media

- **PlanetSpark Realized Impact:** https://lnkd.in/dvjncjTw | - **HQ Office Workspace Tour:** https://lnkd.in/d3HRvbu2
- **Life at PlanetSpark Culture Feature:** https://youtu.be/UY5hcQQ9ZmI