



INSTITUTE OF
MANAGEMENT &
TECHNOLOGY

INNOVATIVE • MOTIVATE • TRANSFORM

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Ref. No.: -GRD-IMT/P&CA/2022/TP-58

Date: 11/02/23

CAMPUS PLACEMENT NOTICE

For

MBA/B.TECH - ALL

BATCH-(2023)

Name of Company: PLANET SPARK

About the company: Planet Spark platform leverages powerful technology to provide live online classes to K8 learners on English Communication, Public Speaking, Grammar, Creative Writing, Debating, Vlogging and other 'new age' skills. Planet Spark is on a journey to make the traditional and unorganized tuitions obsolete through its virtual classroom.

FOR MORE DETAIL VISIT: <https://www.planetspark.in/>

Eligibility Criteria for Both profiles: Graduate and Post-Graduate Freshers.

The recruitment process will include:

- Logical Ability and Aptitude Test.
- Group Discussion.
- Personal & HR Interview.

CTC: -

Details	Process: Domestic
Work hours	10:30 AM to 08:00 PM
Working days	6 Days working
Weekly Off	Thursday
CTC	6.5 LPA

Note:

For all the programs :

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)

Details	Process: International
Work hours	9:00 PM to 5:00 AM
Working days	6 Days working
Weekly Off	Thursday
CTC	7.5 LPA

Note:

For all the programs:

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

After training – INR 7.5 LPA (4.9LPA Fixed + 2.4 LPA Variable)

The Interview Process:

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

LINK FOR REGISTRATION:

https://docs.google.com/forms/d/e/1FAIpQLSeHA5_CxzesgpGWj6Mr721ruA0HXlh0CegxPBDBZ4CUZr6-tw/viewform?usp=sf_link

LAST DATE OF REGISTRATION: 12/2/23

DATE OF DRIVE: 14/02/23

VENUE: GRD IMT, RAJPUR ROAD, DEHRADUN



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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.