



ਆਈ. ਕੇ. ਗੁਜਰਾਲ ਪੰਜਾਬ ਟੈਕਨੀਕਲ ਯੂਨੀਵਰਸਿਟੀ ਜਲੰਧਰ, ਕਪੂਰਥਲਾ
I.K. GUJRAL PUNJAB TECHNICAL UNIVERSITY JALANDHAR, KAPURTHALA
Centre of Training and Placement

Ref. No. IKGPTU/T&P/167.....

Dated. 21/Jan/2025.

**Directors/ HoDs (All Engg. & Mgmt. Departments)
All the University Campuses
I K Gujral Punjab Technical University, Jalandhar**

Sub: PlanetSpark – Joint Campus Placement Drive.

Dear Sir/Madam

I K Gujral Punjab Technical University invite students of its campuses to participate in PlanetSpark – Joint Campus Placement Drive as per details mentioned details:-

Designation	:	Business Development Counselor (Details attached)
Course/Stream	:	MBA/BBA/B.Tech(All streams)
Job Location	:	Gurgaon
Salary Package	:	Details attached
Batch eligible	:	2024 passed out & 2025 passing out
Selection Process	:	Pre- Placement talk, Assessment Round & Interview

Interested students may register at the link mentioned below:-

<https://docs.google.com/forms/d/1yJUIW499cKSo-xwo5ZLSIB2MFcvnm5KBLqT5CdspzHA/edit>

You are requested to kindly direct the Training & Placement Officer/ Faculty Coordinator of your campus/ department to share the information with the concerned students. **Last date of online registration is 24-Jan-25 before 1500 hrs.**

Date & Time of the selection process will be informed later on.

With profound regards,


Er. Mohit Jain

Assistant Registrar (T&P)

CC:

1. SVC: For kind information of the Hon'ble Vice Chancellor
2. Registrar: For kind information
3. Head (CT&P): For kind information
4. Deputy Director (T&P): For kind information
5. File

“Propelling Punjab to a prosperous Knowledge Society”

I.K. Gujral Punjab Technical University
Jalandhar-Kapurthala Highway, Kapurthala -144 603. Phone : 01822-282580
E-mail : placements@ptu.ac.in Website : www.ptu.ac.in



Job Description: Business Development Counsellor

About PlanetSpark:

At PlanetSpark, we're on a mission to build the next generation of confident speakers and creative writers among kids and young adults. As a Series B funded global company, we are revolutionizing communication skills education through live classes with top 1% teachers, impacting over 13 countries. Backed by top VCs and entrepreneurs, we've raised over \$24 million across six funding rounds. Join our passionate team of 500+ members and 3500+ expert teachers to create the most loved brand for kids who will move the world!

Key Statistics:

- Series B Funded
- Operating in 13 countries
- 35,000 students
- 4,000 teachers
- 2 million enrolled classes

Your Role: Business Development Counsellor

As a Business Development Counsellor, you will play a vital role in expanding our reach and impact. You will be the frontline ambassador for PlanetSpark, responsible for driving sales and fostering relationships with potential clients.

Responsibilities:

1. Proactively seek new sales opportunities through cold calling, networking, and social media.
2. Engage with 65-70 leads daily.
3. Schedule meetings with potential clients (parents).
4. Pitch and generate trial classes to encourage parents to try PlanetSpark.
5. Negotiate, close deals, and handle client complaints or objections.
6. Achieve department sales goals on a weekly target revenue model.
7. "Go the extra mile" to drive sales and exceed targets.

Training:

1. In your 14 days, you will undergo comprehensive training including Training Decks, Live Experiences, and Training Programs designed to provide a holistic learning experience. You will also receive a paid stipend during this period once you clear your Panel Screening. Develop unmatched skills in the sector, aiming to accomplish 1 Lac revenue during training, earning your "License to Sell" (L-2-S) in 4-6 weeks.

2. Training stipend: Rs. 21,428 fixed + incentives.

3. Post 1L Revenue achievement, your CTC will be:

Salary

India Shift: INR 6.5 LPA (4.1 LPA Fixed + 2.4 LPA Variable)
(32,366/- Monthly + 20,000 monthly)

US/Canada Shift: INR 7.1 LPA (4.83 Fixed + 2.3 LPA Variable)
(38,200/- Monthly + 20,000 monthly)

Timings:

India Shift: 2 PM to 11 PM

Middle East Shift: 4 PM to 1 PM

US/Canada Shift: 9 PM to 7 AM

Note: Timing may extend sometimes as per the counseling session

Location – Onsite (Gurgaon)

Qualifications:

1. Proficiency in English.
2. Strong understanding of marketing and negotiating techniques.
3. Quick learner with a passion for sales.
4. Self-motivated and results-driven.
5. Proven experience in sales or a related role is a plus.
6. Friendly, energetic personality with a customer service focus.

Criteria:

1. Willingness to work 5 days a week in a fast-paced startup environment.
2. Ready to work from the office and join immediately.
3. Week-off on (Tuesday and Wednesday).
4. Should have a personal laptop

Behavioral Attributes:

- A keen desire to drive growth in a fast-growing Series B funded startup.
- An entrepreneurial mindset.
- Ability to thrive in a dynamic, ever-changing digital environment.
- Resourcefulness, proactiveness, and expert communication skills.
- A good sense of humor is always a plus!

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>