



**Guru Gobind Singh Indraprastha University**  
“A State University established by the Govt. Of NCT Delhi”  
Sector 16-C, Dwarka, New Delhi – 110078



F. No.: GGSIPU/CCGPC/2023/PN/ 523

Dated: 24<sup>th</sup> April 2023

**Sub. Placement opportunity for students of GGSIP University of batch passing out in year 2023 in the company “PlanetSpark”**

Dear Placement Officer,

Greetings from CCGPC, GGSIPU!!!

Please find below details of Placement opportunity for Placement opportunity for B.Com students of GGSIP University of batch passing out in year 2023 in the company “Johnson Controls” for your reference and circulation to students to apply on given link by **25<sup>th</sup> April 2023**:

**Registration Link – <https://forms.gle/c5VdWeyZS4euBRWo8>**

**Name of Organization – Planetspark**

**Details – Process: Domestic / U.S Canada**

**Work hours – 10:30 AM to 08:00 PM / 8:00 PM to 5:00 AM**

**Working days – 6 Days working**

**Weekly Off – Thursday**

**CTC – INR 6.5 LPA / 7.1 LPA**

- During 1-month training – INR 21,428 per month (fixed) + incentives
- After training For Domestic – INR 6.5 LPA (4.1 LPA Fixed + 2.4 LPA Variable)
- After Training For U.S Canada - INR 7.1 LPA (4.7 LPA Fixed + 2.4 LPA Variable)

**The Interview Process:**

1. Pre-Placement Talk
2. GD - Physical
3. Willo Assessment
4. Interview Round (HR)
5. Final Round

**Office Address :**

Sector 39 - Tower-A, Unitech Cyberpark, Near Huda City Metro Station, Gurugram.

**LAST DATE FOR REGISTRATION IS 25<sup>th</sup> April 2023.**

(Ms. Nisha Singh)  
Training and Placement Officer,  
CCGPC, GGSIPU

**About Organisation** - We are proud to inform you that the Planetspark is celebrating its 6th year of imparting world-class work culture in the entire edtech industry alliance.

Since its inception, the relevant andragogy mixed with a focus on 'Learning while Doing' and 'Sustainable Leadership' has helped Planetspark establish itself as the preferred destination for fresh graduates to initiate their journey. We express our sincerest gratitude to the colleges and campuses like yours for its continued support and engagement with our organisation in our strive for excellence over the years.

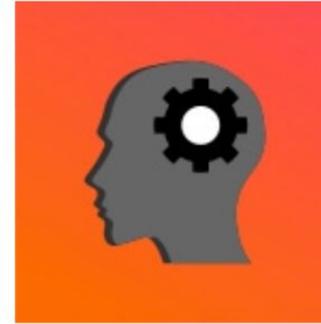
PlanetSpark platform leverages powerful technology to provide live online classes to K12 learners on English Communication, Public Speaking, Grammar, Creative Writing, Debating, Vlogging and other new-age skills. PlanetSpark is on a journey to make traditional and unorganized tuition obsolete through its virtual classroom.



**Learning is Fun**



**Concepts can  
be mastered**



**21st Century Needs  
Smart Skills**



**Lectures Are  
For The Past**



**Kunal Malik**

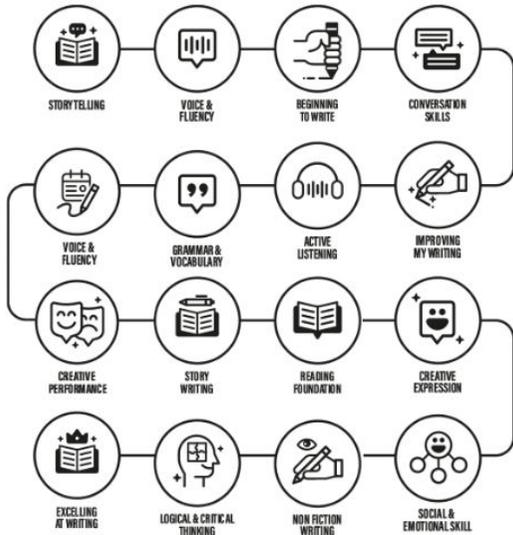
# **OUR FOUNDERS**



**Maneesh Dhooper**

# GLIMPSES

Cutting edge  
Curriculum taught  
by top educators.



We offer the world's most extensive  
and complete program for Public  
Speaking for kids.



Truly global  
community of  
students.



Over 1 Million classes enrolled  
from over 13 countries



## 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.



## Business Development Counsellor

Gurgaon City

Office-based

### How is Sales at PlanetSpark different?



#### Career Progression

All members of the sales team can expect an aggressive career path, with fast-track growth in designation, compensation, and incentives. The company runs numerous career progression initiatives such as Sales Top Guns, Leaders in Making, First time manager program to support in growth and learning journey with the organization



#### Rewards & Recognition

Our top teams and performers are recognized through a weekly Rewards and Recognition Program and daily Leaderboards.

### 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.



## Incentive Structure - BDC/Sr.BDC/AM

<b>%Ach</b>	<b>Incentive</b>
90%	2.00%
100%	5.00%
125%	6.00%
150%	8.00%
200%	10.00%