



## Recruitment Drive : PLANETSPARK

5 messages

Farhan Ahmad <farhan.ahmad@planetspark.in>

To: placements@srhu.edu.in

Cc: Anurag banerjee <anurag.banerjee@planetspark.in>

Fri, No

Greetings from PlanetSpark!

This is with regards to the subject line, we at Planetspark would be immensely interested in conducting a recruitment drive in your college. 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 fr 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 ov

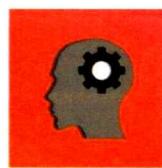
PlanetSpark platform leverages powerful technology to provide live online classes to K12 learners on English Communication, Public Speaking, Grammar, Writing, Debating, Vlogging and other new-age skills. PlanetSpark is on a journey to make traditional and unorganized tuition obsolete through its virtua



Learning is Fun



Concepts can be mastered



21st Century Needs Smart Skills



Lectures Are For The Past



Kunal Malik

## OUR FOUNDERS



Maneesh Dhooper



## 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!



### 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.

7/23/25, 12:21 PM

Swami Rama Himalayan University Mail - Recruitment Drive : PLANETSPARK



@planetspark  
/myplanetspark

ISSUE AND FEE COLLECTING



## 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

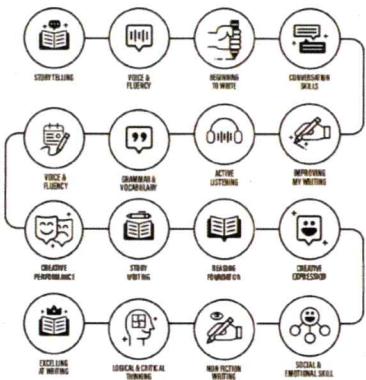
### What are we looking for?

- 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.





**Cutting edge  
Curriculum taught  
by top educators.**



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

# GLIMPSES



**Truly global  
community of  
students**



**Over 1 Million classes  
from over 13 countries**



<b>Details</b>	<b>Process:</b> Domestic
<b>Work hours</b>	10:30 AM to 08:00 PM
<b>Working days</b>	6 Days working
<b>Weekly Off</b>	Thursday
<b>CTC</b>	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)

## Incentives

<b>Incentive Structure - BDC/Sr.BDC/AM</b>	
<b>%Ach</b>	<b>Incentive</b>
90%	2.00%
100%	5.00%
125%	6.00%
150%	8.00%
200%	10.00%

## **The Interview Process:**

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

**Office Address :**

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



**Farhan Ahmad**  
**Sr. Manager- Business Development**  
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[www.planetspark.in](http://www.planetspark.in)  


 **PS JD 2.pdf**  
6667K

**Placements SRHU** <[placements@srhu.edu.in](mailto:placements@srhu.edu.in)>  
To: Dalbir Singh SRHU <[dalbirsingh@srhu.edu.in](mailto:dalbirsingh@srhu.edu.in)>

Fri, Nov 17, 2023 at 6:05 PM

[Quoted text hidden]  
**Dalbir Singh**  
**Head Placements**  
**Swami Rama Himalayan University(SRHU)**  
**Dehradun**  
**Contact :9784628844**

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6667K

**Farhan Ahmad** <[farhan.ahmad@planetspark.in](mailto:farhan.ahmad@planetspark.in)>  
To: Placements SRHU <[placements@srhu.edu.in](mailto:placements@srhu.edu.in)>  
Cc: Anurag banerjee <[anurag.banerjee@planetspark.in](mailto:anurag.banerjee@planetspark.in)>

Mon, Nov 20, 2023 at 3:22 PM

Mr. Dalbir,  
As discussed we will conduct this drive on 28th November i.e., Tuesday. Kindly share the list of candidates by day end today.

Best Regards

**Placements SRHU** <[placements@srhu.edu.in](mailto:placements@srhu.edu.in)>  
To: Farhan Ahmad <[farhan.ahmad@planetspark.in](mailto:farhan.ahmad@planetspark.in)>

Mon, Nov 20, 2023 at 3:27 PM

Dear Sir,

Thank you so much for the email.

We will do the needful as desired.

With warm regards,  
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**Placements SRHU** <[placements@srhu.edu.in](mailto:placements@srhu.edu.in)>  
To: Farhan Ahmad <[farhan.ahmad@planetspark.in](mailto:farhan.ahmad@planetspark.in)>

Tue, Nov 21, 2023 at 11:16 AM

Dear Sir,

With reference to the trail mail,please find attached the details of the students who have shown keen interest to participate in the recruitment drive of your esteemed organization on 28 November 2023.

From DIET Rishikesh a few students of 2023 passed out batch students have also shown interest(attached) ,hope they will be eligible.

Looking forward to your further guidance for the further process to be followed.

With warm regards,

On Mon, Nov 20, 2023 at 3:22 PM Farhan Ahmad <[farhan.ahmad@planetspark.in](mailto:farhan.ahmad@planetspark.in)> wrote:  
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## 2 attachments

 DIET Students for Planet Spark.xlsx  
11K

 Planetspark Opted.xlsx  
11K