

ICFAI University, Jharkhand

Placement Notification

Type: Online / On-campus

Ref No: IUJ/P23/SS/ CR-P/00005

S/No.	Aspect	Details
01	Company Name	Planet Spark
02	Short brief on the Company	PlanetSpark is an online platform where children learn and develop 'new age' skills through live classes. We are backed by FIITJEE, Indian Angel Network, Hyderabad Angels, Lead Angels and VCs. The platform leverages powerful technology to provide live online classes to K8 learners on English Communication, Public Speaking, Creative Writing and other 'new age' skills.
03	Company Website	https://www.planetspark.in/
04	Education Requirement (Program/Programs)	BBA/BCA/B-Tech/MBA/MCA/BBA- LLB
05	Eligibility Criteria (Minimum Marks, if any)	<ul style="list-style-type: none"> • A person who is extremely passionate about Business Development, Sales and "Starting Up" in general. The person is going to be a part of a closely knit small team of passionate individuals with a single-minded focus to sell India's first genuinely world class EdTech products. • A keen desire to drive the Business Development/Sales for a fast growing seed funded early stage start-up. • An apparent Founder's mindset i.e. A mindset where the person can own up Business Development/Sales and shape it independently like a Founder.
06	Designation/Job Title	Business Development Trainee (BDT)
07	Job Description	<ol style="list-style-type: none"> 1. Calling Leads <ul style="list-style-type: none"> <input type="checkbox"/> Call on parent leads through your CRM <input type="checkbox"/> 60-75 leads are to be called daily 2. Generating trial classes <ul style="list-style-type: none"> <input type="checkbox"/> Pitch to the parents to take PlanetSpark Trial Class 3. Take counselling sessions and convert them <ul style="list-style-type: none"> <input type="checkbox"/> Conduct counselling sessions for parents who take trial classes <input type="checkbox"/> Close the sale through smart and strategic approach <input type="checkbox"/> Generate Revenue (3L+ per month)
08	Location	Gurgaon
09	Selection Process	<ul style="list-style-type: none"> • Written Test • Group Discussion • Personal Interview
10	Registration Link	Not Applicable (Revert Through Mail)

11	Salary (Rs/Month)	<p>The candidates will be entitled to a stipend amount of 10000 for a 14 days of training. Post Training clearance. Below CTC will be applicable. INR 6.6 LPA (4 LPA – fixed + 2.6 LPA – variable)- Candidates who opt for US/ Canada will get an additional night shift allowance of 5000/ month.</p> <p>shift Timings India- 9:30am to 6:30pm US/ Canada- 8pm to 5am Middle-East/ Europe- 3pm to 12am Australia New Zealand- 6:30am to 3:30pm</p>
12	Any other benefits	As per the company norm
13	Date for Campus Recruitment	NOT Yet Finalized
14	Joining	May 2023
15	Last Date to Apply	10-10-2022
16	Person to be contacted	Prof. Sumit Kumar Sinha
17	Remarks	Interested candidates contact immediately/ Respond through the mail