

TRAINING & PLACEMENT CELL COLLEGE OF TECHNOLOGY

CTE/TPC/ 6469
Dated: 16/9/25

NOTICE: Attn B. Tech All Branch (2026 Passing)

AS per the communication received from M/s Planet Spark, Gurgaon, They are looking for the B. Tech Final year (June 2026 Passing) students of All Engineering discipline. Final year students of All Engineering discipline who are registered with the Training and Placement Cell of the College and have not been placed so far may confirm their interest in appearing for the campus interview by submitting their resume in the prescribed format at the Training & Placement Cell on 20th September 2025 between 12:00 noon and 1:00 PM.

Position: Business Development Counselor

Domestic Process

- CTC: 6.5 LPA
- Training: ₹21,428/month (fixed) + incentives (1 month)
- Post-training: ₹4.1 LPA Fixed + ₹2.4 LPA Variable
- Work Hours: 2 PM – 11 PM
- Working Days: 5 Days (Weekly Off: Wed, Thurs)

International Process

- CTC: 7.2 LPA
- Training: ₹21,428/month (fixed) + incentives (1 month)
- Post-training: ₹4.8 LPA Fixed + ₹2.4 LPA Variable
- Work Hours: 9 PM – 7 AM
- Working Days: 5 Days (Weekly Off: Wed, Thurs)

Incentives: Attractive performance-based rewards.

Interview Process:

Pre-Placement, Talk Assessment Round, Sales Interview



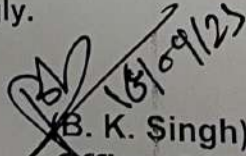
Assessment Process:

- Selection Form, Chat Interview, Communication Test, Video Resume Submission, Final Sales Interview, Document Verification

Student Registration

Link: <https://docs.google.com/forms/d/1T6NztFmYvLf3QCUTDvB5oQvuim7YLHJVqspR2gfjWWo/edit>

Students are advised to take timely necessary action accordingly.


(B. K. Singh)
Officer I/C,
Training & Placement

Copy: Notice Boards of NCT and PCT Mandakni Bhawan & VS Bhawan
All HoD's College of Technology
Director, Placement & Counselling for kind information
Dean CT for kind information
In-Charge, College/University website for uploading



PLANETSPARK

Job Title:

Business Development Counsellor (BDC) 📍 **Location:** Gurgaon (Work from Office)

🌟 About PlanetSpark

PlanetSpark is building the next generation of confident speakers and creative writers. We're a **Series B-funded EdTech company** backed by leading entrepreneurs like **Binny Bansal** (Flipkart) and **Deep Kalra** (MakeMyTrip), transforming communication skills education across **13+ countries**.

With over **35,000+ students**, **4,000+ teachers**, and **\$24M+ raised**, we are growing rapidly and looking for passionate professionals to join us.

💡 Mission Statement for the Role

Drive revenue growth by achieving weekly sales targets through **consultative inside sales**, focusing only on **high-intent leads** (post-demo class). No cold calling involved.

🎯 Role Overview

As a Business Development Counsellor, you will connect with parents or adult learners after their demo session, help them make informed decisions, and convert them into enrolled customers. You'll be the **face of PlanetSpark**, driving business growth and delivering exceptional customer experiences.

Key Responsibilities

- Engage with **65–70 nurtured leads daily** via calls, WhatsApp, and social media
 - Schedule and conduct **personalized video counselling sessions**
 - Manage the **entire sales lifecycle** from engagement to enrollment
 - Pitch trial classes, **handle objections**, and **close deals**
 - Ensure an excellent **onboarding experience** for enrolled users
 - Consistently meet and exceed **weekly revenue-based targets**
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What Sets Sales at PlanetSpark Apart

- 🎯 **High-Intent Leads:** All leads have attended a demo—no cold-calling
 - 📖 **Comprehensive Training:** 14-day live onboarding with real-time simulations
 - 📈 **Career Growth:** Fast-track promotions & pay growth for top performers
 - 🏆 **Weekly Rewards & Recognition:** Celebrate wins, every week
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Training & Compensation

Training Period:

- 14 days of intensive onboarding
- Training Stipend: ₹21,428 (Fixed) + Incentives
- License to Sell (L2S): Achieve ₹1L+ revenue in 4–6 weeks

Compensation Post Training:

- **Domestic Process:** ₹6.5 LPA (₹4.1 LPA Fixed + ₹2.4 LPA Variable)
 - **Middle East Process:** ₹6.5 LPA (₹4.1 LPA Fixed + ₹2.4 LPA Variable)
 - **US Process (Night Shift) :** ₹7.2 LPA (₹4.83 LPA Fixed + ₹2.4 LPA Variable)
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Shift Options (Select based on process):

- **Domestic Shift:** 2 PM – 11 PM
 - **Middle East Shift :** 3 PM -12AM
 - **US/Canada Shift:** 9 PM – 7 AM
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What We're Looking For

- Strong **English communication** and **interpersonal skills**
 - Passion for **sales, marketing, and customer engagement**
 - Problem-solving attitude and ability to **handle objections gracefully**
 - Willingness to work in a **target-driven environment**
 - Must own a **personal laptop**
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Eligibility Criteria

- Open to **graduates and postgraduates from 2024, 2025 and 2026 batches**
- Willing to **relocate to Gurgaon** (if not already based here)
- Joining based on the discussion with college

- Availability on **weekends is mandatory**
 - Work week: **5 days** (Week Off: Wednesday & Thursday)
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Why Join PlanetSpark?

- Be part of a **high-growth EdTech** company transforming lives
- No cold calling—work with **nurtured, post-demo leads**
- Experience an **energetic, collaborative startup culture**
- Fast-track your **sales career with recognition and rewards**

Explore our journey:

- PlanetSpark Impact <https://lnkd.in/dvjncjTw>
 - Office Tour <https://lnkd.in/d3HRvbu2>
 - Life at PlanetSpark <https://youtu.be/UY5hcQQ9Zml>
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**Ready to build the world's most confident generation while building your own career?
Join us at PlanetSpark!**