

## Inside Sales – Academic Counsellor - Freshers

**Location:** Bengaluru

**CTC:** ₹4.5 LPA (₹3.5 LPA Fixed + ₹1 LPA Variable)

**Working Days:** 6 days a week (Monday fixed week off)

**Bring Your Own Device (BYOD) is mandatory**

### About Infinity Learn

Infinity Learn, backed by the prestigious Sri Chaitanya Education Group, is a dynamic digital learning platform committed to delivering innovation-ready education. With a result-oriented and passionate team, we aim to redefine learning through technology, making it engaging, flexible, and impactful. Our hybrid learning model empowers students with options to attend classes online, offline, or both, based on their preferences.

You can also visit our website for more information.- <https://infinitylearn.com/>

You can also find us on Linked In - <https://www.linkedin.com/company/infinity-learn-by-sri-chaitanya/>

Instagram - [https://www.instagram.com/infinitylearn\\_by\\_srichaitanya/?hl=en](https://www.instagram.com/infinitylearn_by_srichaitanya/?hl=en)

### About the Role – Academic Counsellor

As an Academic Counsellor, you will be the face of Infinity Learn, engaging directly with students and parents to help them understand and experience the value of our learning products, particularly for Grades 6 to 12+. This is an individual contributor role focused on consultative sales in a fast-paced and performance-driven environment.

### Roles & Responsibilities

- **Sales Engagement:** Make consultative outbound and follow-up calls to prospective students and their parents to generate leads and drive enrollments.
- **Customer Relationship:** Build rapport, handle objections, and conduct price negotiations to successfully close sales and contribute to revenue targets.
- **Product Expertise:** Gain a thorough understanding of Infinity Learn's offerings and effectively communicate value propositions to potential customers.
- **Pipeline Management:** Maintain a healthy sales pipeline and ensure consistent follow-through till conversion.

### Desired Skills

- Strong communication and interpersonal skills.
- Confidence in handling sales conversations and objections.
- Ability to thrive in a target-driven and fast-paced environment.
- Basic knowledge of CRM tools (training will be provided).
- A proactive and self-motivated approach to learning and performance.

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### Eligibility

- **Education:** Bachelor's degree in any discipline.
- **Experience:** Freshers are welcome to apply. Prior experience or internship in EdTech or sales will be an added advantage.

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**Ready to start your sales career in the exciting world of EdTech? Join us and grow with one of India's fastest-growing digital learning platforms!**