

Academic Counsellor (0 – 1 Years)

Description

We are looking for dynamic and results-driven Academic Counsellor to join our Training division. The ideal candidates will be responsible for driving sales and increasing student enrollments for our various IT training programs.

About Us:

GALTech School of Technology is a premier IT finishing school that prepares students for successful careers in the tech industry. We offer a range of job-oriented courses, including Full Stack Development, Data Science, AI, Digital Marketing, and more. Our programs include practical training through live projects, mentorship from experienced professionals, and job placement assistance.

Primary Focus:

- Directly selling courses to customers.
- Meeting specific sales targets.

Responsibilities:

- Identifying potential customers and generating leads.
- Making sales calls, presentations, and closing deals.
- Maintaining relationships with existing customers.
- Reporting on sales activities and performance.

Skills Required:

- Strong sales and negotiation skills.
- Excellent communication and interpersonal skills.
- Ability to understand customer needs and offer suitable products/services.
- Proven track record of meeting or exceeding sales targets.

Nature of Work:

- More transactional and focused on short-term results.
- Often involves with aggressive sales targets.

Qualifications:

- Education: Bachelor's degree in Business, Marketing, or a related field.
- Experience: 0-2 years of experience in sales, preferably in the education or training sector. Freshers who are confident in their sales skills can also apply.
- Attributes: Self-motivated, target-driven, and capable of handling multiple tasks efficiently.

Benefits:

- Competitive salary and performance-based incentives.
- Opportunities for professional growth and development.

Education

Bachelor's degree

Contacts

Email: hr@galtech.org

Date posted

June 13, 2025

Job Location

Koratty, 680308, Thrissur, Kerala, India

Employment Type

Full-time

Skills

Negotiation Skills, Communication, Lead Generation and Conversion

Industry

Information Technology

Base Salary

INR 10,000 RS - INR 20,000 RS

Working Hours

9.00AM – 6.00PM

Call: +91 6282845368

Valid through
21.06.2025