

<https://www.galtech.org/job/academic-counsellor>

## Academic Counsellor

### 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: 1-2 years of experience in sales, preferably in the education or training sector.
- 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](mailto:hr@galtech.org)

### Date posted

January 2, 2026

### Hiring organization

GALTech Technologies Pvt. Ltd.

### Job Location

Koratty, Thrissur, 680308, Thrissur, KERALA, India

### Employment Type

Full-time

### Skills

Making ,sales calls, leads generation and conversions

### Industry

Information Technology

### Base Salary

INR 10,000 - INR 25,000

### Working Hours

9.00AM - 6.00PM

Call: +91 6282845368

**Valid through**  
20.02.2026