



## **Job Description || Admission Counselor || Masters' Union**

**Employment Type: Full Time**

**Location: Gurgaon, Haryana**

**Company: Masters' Union**

### **About Masters' Union:**

Masters' Union ([www.mastersunion.org](http://www.mastersunion.org)) is a **new-age business school offering industry-immersive business education where the classes are led by top industry leaders and practitioners**. It is a first-of-its-kind institute where distinguished leaders from different walks of life have re-imagined business education in order to create effective business professionals for the ever-changing economy. Our leadership consists of alumni from **IITs, IIMs, and Ivy League Schools like Stanford and Upenn**.

The institute is **strategically located in the very heart of Gurugram's business district**, flanked by several Fortune 500 companies, in order to provide the ultimate industry immersive and hands-on learning experience from day one. The most ground-breaking feature of its Programme is that the courses are **taught by CXOs, MDs, Eminent Public Leaders, and even Members of Parliament, apart from distinguished global faculty from top B-schools who regularly consult with Fortune 500 companies**.

In its 3 years of run, **Our flagship Post Graduate Program in Technology and Business management has already surpassed the placement records of IIM Ahmedabad and ISB** with top-notch recruiters (including Amazon, CitiBank, Microsoft, Unacademy, Razorpay, BCG, Bain) hiring our graduates.

Post our stellar success in the post-graduate program, we are **now launching the undergraduate program on similar lines where leading executives from the industry will come and teach our students** and teach them the new age in-demand skills in technology and business.



### **Position Overview:**

We are seeking an Admission Counselor professional to join our team, who will be responsible for engaging with working professionals for our specialized programs in MasterCamp. The ideal candidate will have proven experience in inside sales and will be instrumental in helping working professionals enhance their careers by enrolling in our high-impact, MasterCamp program offerings.

### **Responsibilities:**

- Engage with working professionals to identify their career needs and how the program can enhance their skills in capital markets.
- Conduct online and offline product demonstrations, providing detailed insights into the program's features, benefits, and career opportunities.
- Schedule and conduct consultations and follow-up sessions with prospective students, addressing their concerns and queries.
- Develop an in-depth understanding of the customer profile and align the program's offerings to their career aspirations.
- Handle objections, provide solutions, and negotiate program fees to close sales and generate revenue.
- Consistently achieve weekly and monthly sales targets while maintaining a high level of customer satisfaction.
- Build and nurture a strong sales pipeline, managing prospects effectively through the entire sales cycle.
- Stay up-to-date with the program's developments and sales techniques to continuously exceed targets.
- Build relationships with key decision-makers to ensure a seamless sales process.



#### Requirements:

- Proven experience in inside sales, Admission Counselor particularly in a B2C environment.
- Strong track record of meeting or exceeding sales targets.
- Experience working with professionals, with an understanding of their learning needs and career aspirations.
- Knowledge of sales tools (CRM systems) to track leads and manage the sales pipeline.
- Excellent communication skills, both verbal and written, in English and the regional language(s).
- Ability to build trust and rapport with working professionals.
- Highly enthusiastic and motivated to work towards achieving and exceeding targets.
- Ability to work in a fast-paced, dynamic, and results-oriented environment.
- Confident with strong presentation and negotiation skills.
- Strong time management skills and the ability to multitask and prioritize effectively.
- Willingness to work **six days** a week.