

Stipend structure

Your stipend will be purely performance based besides the fixed stipend.

Riansh is not liable to pay the intern any fixed amount unless a minimum target is achieved. Please refer to the following structure to understand the stipend fixed and variable charges.

- **If There are less than 10 leads in a month- 20% per lead (20% of the fee collected from that lead will be considered for this purpose)**
- **Between 10-50 leads - Rs.1000 fixed plus 20% per lead**
- **More than 50 leads in a month- Rs.2000 + 20% per lead**
- **For 100 to 150 leads - 2500 + 20% per lead**
- **For 150 and more Leads- Rs. 3000 + 20% per lead**
- **If there are any leads that are brought from outside the organisation that is those leads that are not converted from among our data and leads list, then in that case, you will receive 40% on that particular lead.**

The stipend includes all the charges such as mobile data and recharge balance. In case you turn out to be the highest performer of the month among other interns, Riansh will bear the cost of your mobile data and balance recharge for the extent of upto Rs 300 per month, besides you will be provided with a company's sim card and number to make calls and WhatsApp chats with the leads in the latter case.

We also provide with performer of the month certificates to highest performing sales interns.

Riansh will be providing you a training of 2 days and will coordinate with you as a team member during your internship period.

You are required to record all calls made during the day.

Minimum of 5 calls per day is mandatory to be made during the 2 days training period and 20 calls minimum to be made post the training period.

Riansh will be providing you with Phone numbers and details on workshop for pitching the course to the leads.