

## **Job Description**

**Position: Senior Academic Counselor**

**Location: Delhi**

### **Company Overview:**

Join an exciting, innovative, and rapidly growing startup backed by the esteemed Hero Group, one of the largest and most respected business houses in the country.

Hero Vired offers a premium learning experience, delivering industry-relevant programs and fostering world-class partnerships to shape the change-makers of tomorrow. We believe in unlocking the potential of every individual, leveraging the vast experience, knowledge, and expertise of the Hero Group. Our mission is to revolutionize the way we learn by providing learners with comprehensive and deeply engaging experiences closely aligned with industry needs. We empower learners to transform their aspirations into reality through high-impact online certification and degree programs, disrupting and reimagining university education and skilling for working professionals.

The Hero Group, a renowned conglomerate with a diverse portfolio valued at US\$5 billion, encompasses leading Indian companies in automotive manufacturing, financing, renewable energy, electronics manufacturing, and education. Companies within the Hero Group include Hero MotoCorp, Hero FinCorp, Hero Future Energies, Rockman Industries, Hero Electronix, Hero Mindmine, and the BML Munjal University.

### **Role Overview:**

As a Learning Consultant at Hero Vired, your primary responsibility will be to proactively reach out to new prospects, establish connections, and engage with leads to meet and exceed sales targets. You will engage with potential candidates through various communication channels such as telecalls, online demos, trial sessions, emails, and chats. By building high-quality, engaging discussions, you will enroll candidates in our cutting-edge learning programs. Your role will also involve managing the sales funnel, from lead generation to conversion, and developing an engagement-based sales model by effectively utilizing CRM systems.

### **Key Responsibilities:**

- Conduct outbound calls to new prospects and maintain regular follow-up with previously contacted leads to achieve sales objectives.
- Engage with candidates through telecalls, online demos, trial sessions, emails, and chats, providing them with a compelling learning experience.
- Develop impactful and engaging discussions with prospective candidates, ensuring their enrollment in our learning programs.
- Employ data-driven sales management techniques, effectively managing the entire sales funnel and leveraging CRM tools such as Salesforce, Lead Squared, and NoPaperForms.
- Emphasize high-quality sales practices and adhere to strong sales processes, driving results and meeting targets consistently.

**Requirements:**

- Possess 0-5 years of experience in a B2C sales environment, demonstrating a track record of exceptional sales achievements.
- Display a good understanding of Dialler Operations and CRM Management, leveraging tools such as Salesforce, Lead Squared, and NoPaperForms.
- Exhibit excellent communication, listening, and persuasion skills to engage effectively with candidates.
- Demonstrate a high level of ownership and the ability to establish processes from scratch.
- Previous exposure to startup environments is preferred, showcasing adaptability and resourcefulness.
- Display a strong focus on achieving results and perseverance in the face of challenges.

Join us at Hero Vired and be part of a dynamic team that is revolutionizing the future of education. Together, we will empower learners and create a lasting impact on the way knowledge is acquired and applied. Apply today to embark on an exciting journey of growth and success.

**Note:** At Hero Vired, we firmly believe in the value of diversity and inclusivity. As an employer, we are committed to providing a safe and welcoming environment that enables individuals from all walks of life to pursue their ambitions and achieve success. We actively encourage candidates from diverse backgrounds to apply for any open positions within our organization.