



Jaro Education – Shaping the Future of Learning

Company Profile - Jaro Education is India's most trusted online higher - education company. Founded in the year 2009 by Dr. Sanjay Salunkhe, we are profitable since our inception. Jaro Education acts as a bridge between top universities and ambitious learners, making world-class education accessible through technology.

1st Mover
in Online Higher
Education and Upskilling

Profitable since 2009
On a standalone basis

3,50,000+
Careers Transformed

**Partnerships with top
IIMs, IITs and
Universities**

**Empowering
Career Growth
of Working Professional's**

**200+ Executive
Programs**
in Management, Tech,
Analytics & Leadership

We're Listed on NSE & BSE Now



On September 30, 2025, Jaro Education was listed on the NSE and BSE, making it one of the few EdTech companies to be listed on the Indian stock exchanges. This marks a significant milestone in the education industry and serves as proof of a robust business model with strong governance.

Awards & Accolades -

 e-India Awards The Best ICT Enabled Higher Education Institute Award	 Educational Excellence Awards Most innovative & Successful Online MBA Program in India	 MODI Awards Outstanding Contribution In Online Education	 ABP Education Awards Best Digital Learning Innovation Award	 World HRD Congress National Best Employer Accolade	 World HRD Congress Edtech Leadership Awards
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Academic Partners –

Leading IIMs	Leading IITs	NIRF Ranked Universities	International Partners
IIM Ahmedabad	IIT Madras	IISc	(Massachusetts Institute of Technology)
IIM Kozhikode	IIT Delhi	Manipal	Wharton Interactive School
IIM Mumbai	IIT Bombay	Amrita	Rotman School of Management
IIM Indore	IIT Kanpur	XLRI	Swiss School of Management
IIM Trichy	IIT Roorkee	Chandigarh University	
IIM Nagpur	IIT Jammu	Amity University	
IIM Vishakhapatnam	IIT Palakkad	Symbiosis	
		DPU	
		Parul University	
		WeSchool	

and many more.....

What We're Looking For –

1. Excellent Communication Skills
2. Strong ability to counsel and nurture candidates
3. Self motivated and drive to overachieve numbers
4. Strong follow up and closure skills
5. Product knowledge
6. Should stay updated with recent EdTech trends
7. Ethical selling, as it is Education.

What this role offers?

Attractive fixed pay with exceptional incentive potential

- Achieve more, earn more, Employee Stock Option Plan (ESOP's) after 3 years of good work

Hands-on counselling experience

- Specialize in Education Consulting. Educating someone is a good deed, than selling FMCG products like whitening cream, hair oil OR Insurance products.

Performance-driven learning

- With rapid career growth opportunities. Women usually do well in counselling, hence women are more successful

Exposure to India's top universities & executive programs

- Continuous improvement & experience excellence

Job Description

Roles & Responsibilities :- (end to end sales process)

- Counselling working professionals and fresh graduates for online higher education like MBA, MTech, MCA and certification programs.
- Daily calling atleast 80-100 working professionals (Talk-time 2-3 hours daily) to understand their upskilling goals
- Conduct counselling sessions via calls or video to match learners with ideal programs
- Maintain and nurture a strong lead pipeline through CRM & follow-ups

Work Schedule

Days: Monday – Saturday

Timings: 10:00 AM – 7:00 PM'

Remuneration Structure

(Zone 1) -

Locations*	Mumbai, Pune, Bengaluru, Hyderabad, Chennai & Gurugram (amount in months)
Fixed Component	Rs. 40,000
Additional House - Rent Allowance**	Rs. 10,000
Travel Reimbursement	Rs. 3,000
Monthly Incentives	Rs. 20,000
Performance - cum - Continuity Bonus***	Rs. 2,00,000 p. a.
Total (C. T. C.)	Rs. 10,76,000 p. a.

(Zone 2)-

Locations*	Lucknow, Chandigarh, Jaipur, Ahmedabad, Indore, Kolkata& Kochi (amount in months)
Fixed Component	Rs. 30,000
Travel Reimbursement	Rs. 3,000
Monthly Incentives	Rs. 20,000
Performance - cum - Continuity Bonus***	Rs. 2,00,000 p. a.
Total (C. T. C.)	Rs. 8,36,000 p. a.

*Candidates can choose upto **3 preferred job locations**. However, basis - requirements the final job location will be allocated accordingly.

****Additional House - Rent Allowance** is provided only upon relocation to Mumbai. Candidates currently residing in Mumbai are not entitled to this component

*****Performance - cum - Continuity Bonus** is a variable component mentioned in the remuneration structure - breakdown that aims to fulfil dual objectives -

- Rewarding consistency & excellence showcased in performance.
- Recognizing loyalty & commitment towards the organization.

Lastly, mentioned below are the **terms & conditions** for this bonus -

- If in the first 6 months - 100% targets are achieved, that employee will be paid **Rs. 60,000** upon successful completion of their 6 - months service.
- If in the next 6 months (7th to 12th month) - 100% targets are achieved, that employee will be paid **Rs. 1,40,000** upon successful completion of their 1 - year service.

