

# jaro education

## *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.

**1<sup>st</sup> 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 -



### **Academic Partners –**

<b>Leading IIMs</b>	<b>Leading IITs</b>	<b>NIRF Ranked Universities</b>	<b>International Partners</b>
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) -

<b>Locations*</b>	<b>Mumbai, Pune, Bengaluru, Hyderabad, Chennai &amp; Gurugram (amount in months)</b>
<b>Fixed Component</b>	<b>Rs. 50,000</b>
<b>Additional House - Rent Allowance**</b>	<b>Rs. 10,000</b>
<b>Travel Reimbursement</b>	<b>Rs. 3,000</b>
<b>Monthly Incentives</b>	<b>Rs. 25,000</b>
<b>Performance - cum - Continuity Bonus***</b>	<b>Rs. 4,00,000 p. a.</b>
<b>Total (C. T. C.)</b>	<b>Rs. 14,56,000 p. a.</b>

#### (Zone 2)-

<b>Locations*</b>	<b>Lucknow, Chandigarh, Jaipur, Ahmedabad, Indore, Kolkata&amp; Kochi (amount in months)</b>
<b>Fixed Component</b>	<b>Rs. 40,000</b>
<b>Travel Reimbursement</b>	<b>Rs. 3,000</b>
<b>Monthly Incentives</b>	<b>Rs. 25,000</b>
<b>Performance - cum - Continuity Bonus***</b>	<b>Rs. 4,00,000 p. a.</b>
<b>Total (C. T. C.)</b>	<b>Rs. 12,16,000 p. a.</b>

**\*Candidates can choose up to 3 preferred job locations. Final job location will be allocated basis requirement.**

**\*\*Additional HRA 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. 1,20,000** upon successful completion of their 6 - months service.
- If in the next 6 months (7<sup>th</sup> to 12<sup>th</sup> month) - 100% targets are achieved, that employee will be paid **Rs. 2,80,000** upon successful completion of their 1 - year service.