

3 COHORTS DEPLOYED

hive school

Annual Placement Report (2024-25)



MESSAGE FROM CXO ADVISORY BOARD

Why did we choose Sales?

Despite being one of the most critical functions in a company, sales has often been viewed as a fallback option. Tech sales, in particular, is one of the most scalable and globally-relevant sales career paths.

At HiveSchool, over 80% of our cohort works in global markets—selling to teams across North America, Europe, and Southeast Asia, while operating from India. As startups scale, the ability to sell becomes central- not peripheral. In fact, the role of a founder or CEO is fundamentally sales-driven: raising capital, closing enterprise clients, hiring top talent, and selling the company's vision on every front.

We chose to build around sales because it sits at the intersection of product, growth, and revenue - and because structured, rigorous training in this field is long overdue.

Anupreet Singh

CXO Advisory Board Member, HiveSchool
Chief Revenue Officer, Gan.ai
Former Revenue Leader, 6sense & Slintel



When I was building my last company - before we got acquired by Chargebee - I saw something that kept bugging me:

“Sales was always treated like a backup plan”

Founders would obsess over product but nobody wanted to touch sales.

Even the smart hires we brought in needed months to ramp up. They knew the theory, but not how to close deals, or run processes. That's why I joined HiveSchool as an advisor. To make sales not just aspirational - but exciting, modern, and cool! To train people the way we wished we were trained. Hive's programs are sharp, practical, and built with industry insights.

As Nikhil always says “Let's Make Sales Sexy”!

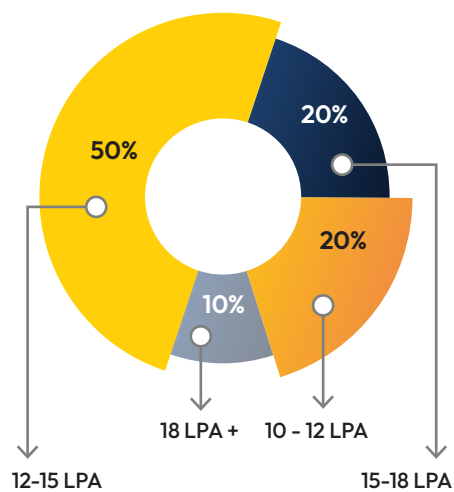


Rajeef Chari

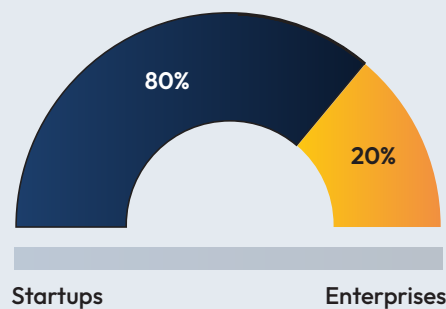
CXO Advisory Board Member, HiveSchool
Founder, axiTrust
Former Director, Chargebee

PLACEMENT DEMOGRAPHICS

Salary Distribution

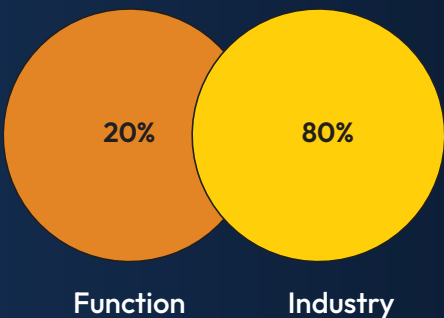


Companies Distribution



Function vs Industry Shifts

A significant portion of students transitioned across both roles and industries. 20% made function shifts, while 80% entered new industries.



Companies Participated vs Total Offers

	COMPANIES PARTICIPATED	TOTAL OFFERS
COHORT 1	33	11
COHORT 2	48	13
COHORT 3	78	14

ANNUAL PLACEMENT STATS

HIGHEST
₹30LPA

Total Offers Generated: 38
Participating Recruiters: 103
Average Salary Jump: 2x

AVERAGE
TOP 25%
₹19.5LPA

AVERAGE
TOP 50%
₹17.3LPA

AVERAGE
BOTTOM 25%
₹11LPA

LOWEST
₹9LPA

AVERAGE
₹14.76LPA

MEDIAN
₹14LPA



upGrad

Academic Counselor

Hive school

Cohort 3 - Launchpad

bitespeed

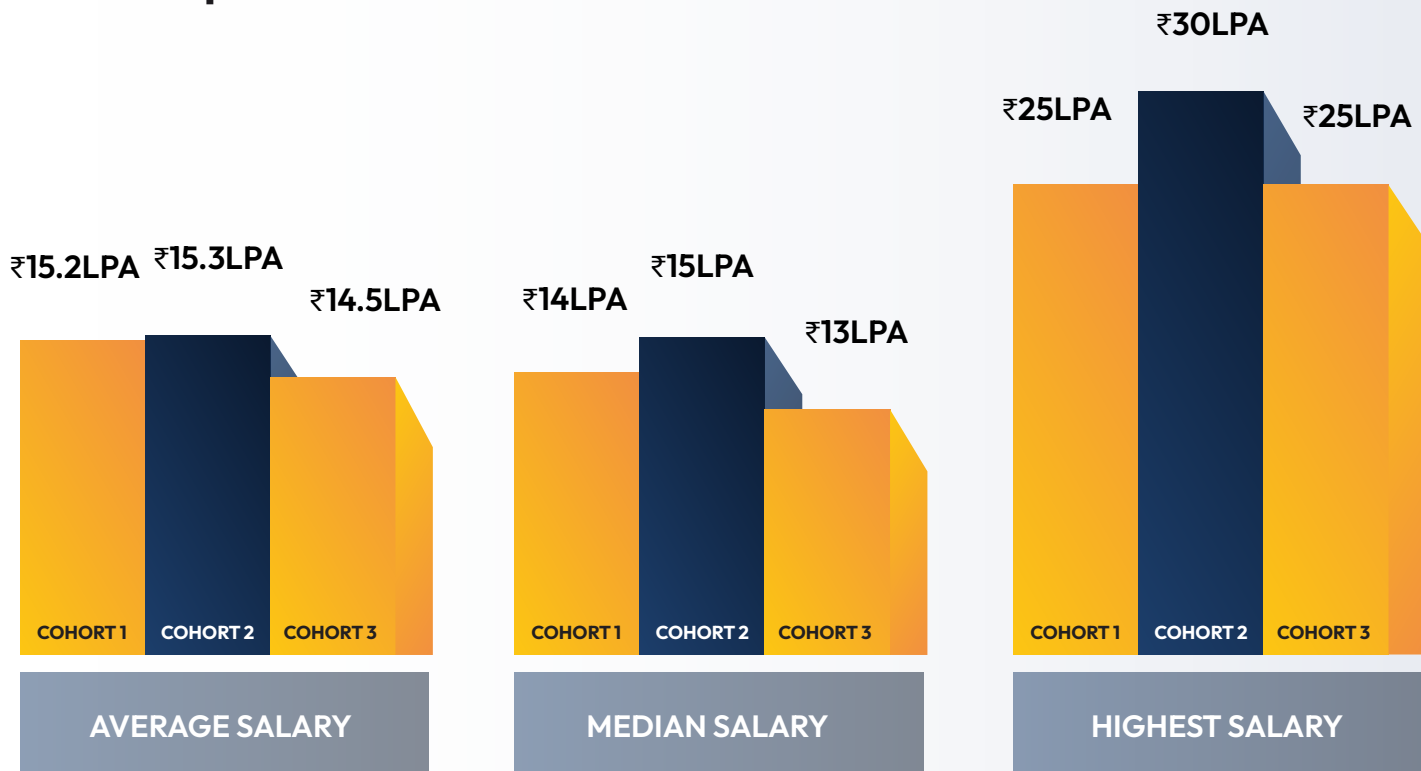
Business Development
Representative

HARDIK ARORA

COHORT 3

KEY HIGHLIGHTS

Cohort Specific Placements Stats



Total Students	59	MEDIAN	₹14LPA	₹15LPA	₹13LPA
Didn't want Placements	13	TOP 25%	₹20.2LPA	₹20.2LPA	₹19.25LPA
Placement Opt Outs (Building Startup)	6	HIGHEST	₹25LPA	₹30LPA	₹25LPA
Didn't Qualify for Hive Elite Club	4	AVERAGE	₹15.2LPA	₹15.3LPA	₹14.5LPA
Sat for Placements	36	TOP 50%	₹18.5LPA	₹17.5LPA	17.25LPA
Placed	35	BOTTOM 25%	10LPA	₹11LPA	₹11LPA
Total Number of Offers	40		COHORT 1	COHORT 2	COHORT 3
Yet to be Placed	1				

NOTE: The placement Opt Out Reason - In our Online Program, a lot of students were already working and purely came from a standpoint of upskilling and community. Everyone else who sits for placements - goes through the On-Campus placement process with us.

OUR RECRUITERS

Students from HiveSchool have been hired by a mix of seed to Series-funded startups and a few enterprise companies across SaaS, tech, and AI.

Recruiters include startups like Bitespeed, Zuddl, Almalab, Lambda Test, Druva, Wingify, VWO, axiTrust, Gan.ai, and Zenskar, along with enterprise names such as Leena AI, MongoDB, Gartner, and LinkedIn.

Roles offered span BDRs, Founding AEs, Account Managers, and Key Account Managers, with most hiring focused on US SaaS and global GTM teams.



OUR RECRUITERS

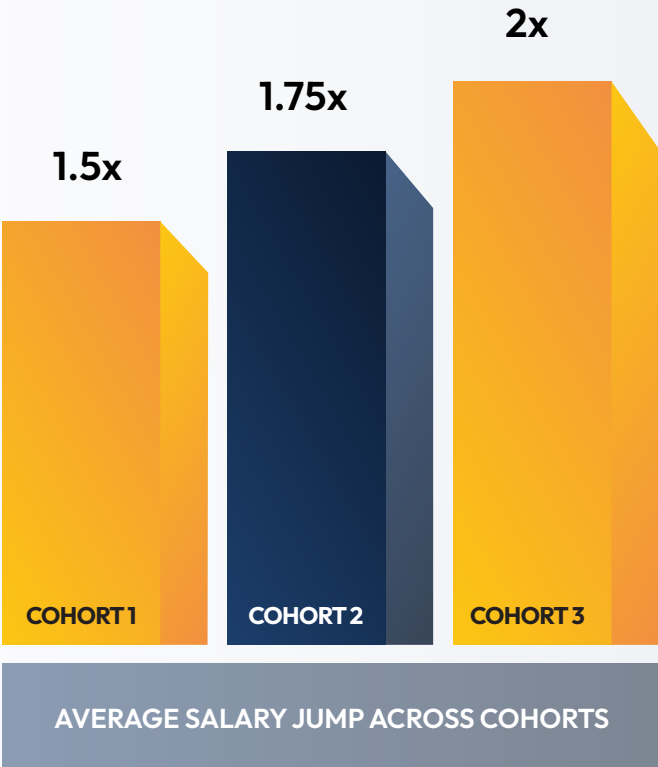


CAREER PATHS AFTER HIVESCHOOL

Graduates from HiveSchool typically join seed to series-funded startups and early-stage GTM teams, taking on high-ownership roles that work directly with founders and revenue leaders.

Most roles are structured to give students end-to-end exposure to GTM and revenue-building, often working at the intersection of sales, strategy, and growth.

- Demand and Growth Specialist
- GTM
- Partnerships Specialist
- Founding BDR's
- Founding Team Sales Lead



 Freelance Marketing Consultant	 Cohort 1 - Launchpad	 Senior SDR
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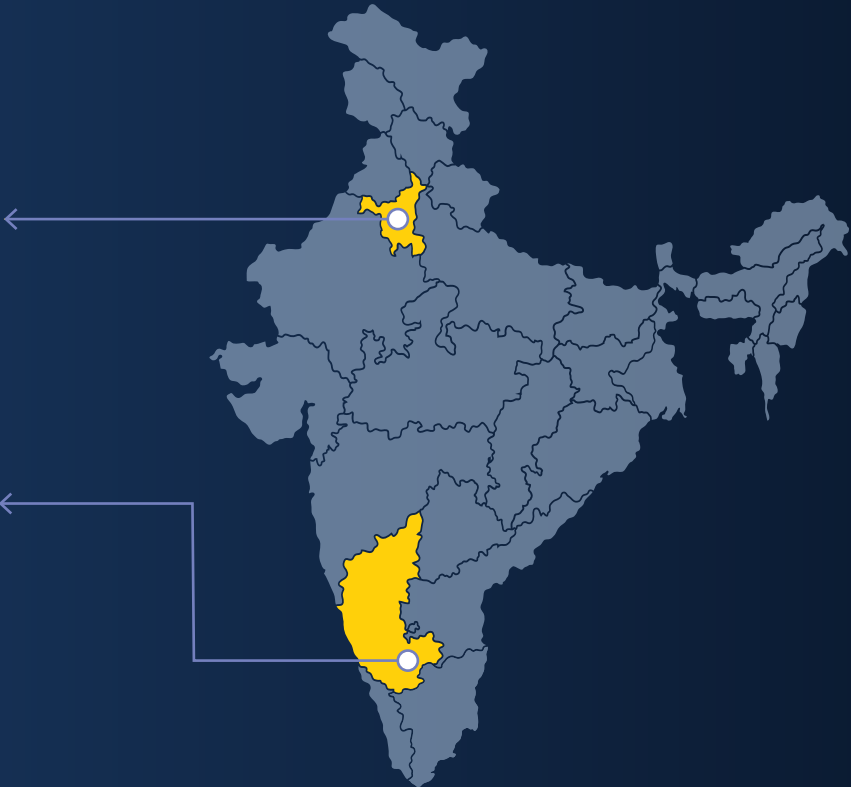
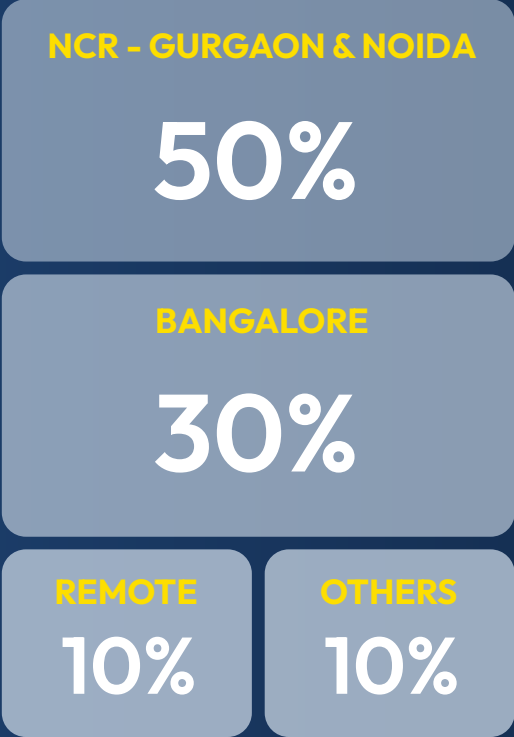
ABHIK SHAW

COHORT 1

CURRENT SALARY DISTRIBUTION

Component of Current Salary Distribution and Employment Location

(CTC level Split)

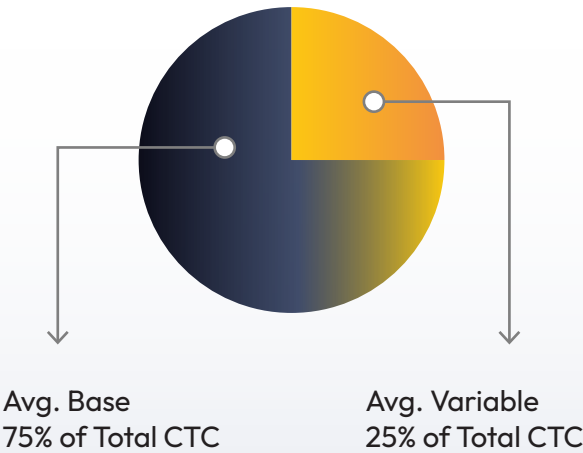


This section represents the split between the fixed and variable components of the total CTC offered to HiveSchool graduates.

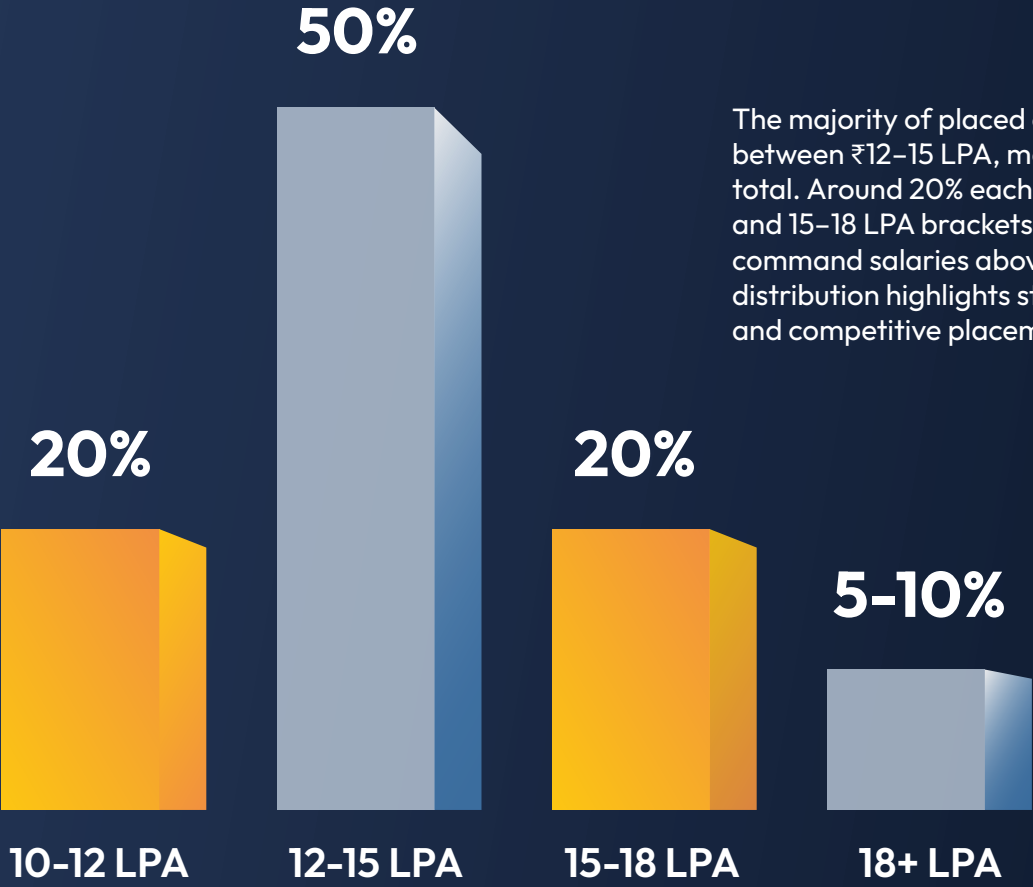
For the 2024–25 cohorts, the average salary structure followed a 75:25 ratio, with 75% as fixed pay and 25% linked to variable component which is usually uncapped.

This breakdown provides a clear view of how compensation is structured across roles offered to our students.

Salary Component



SALARY DISTRIBUTION CHART



The majority of placed candidates earn between ₹12-15 LPA, making up 50% of the total. Around 20% each fall in the 10-12 LPA and 15-18 LPA brackets, while the top 5-10% command salaries above ₹18 LPA. This distribution highlights strong earning potential and competitive placements across cohorts.



I've always been curious and ambitious but Hiveschool helped me channel that into clarity. The way they push you to think, question, and build. It's intense, but never overwhelming. You leave with more confidence, sharper thinking, and people in your corner who genuinely want you to win.

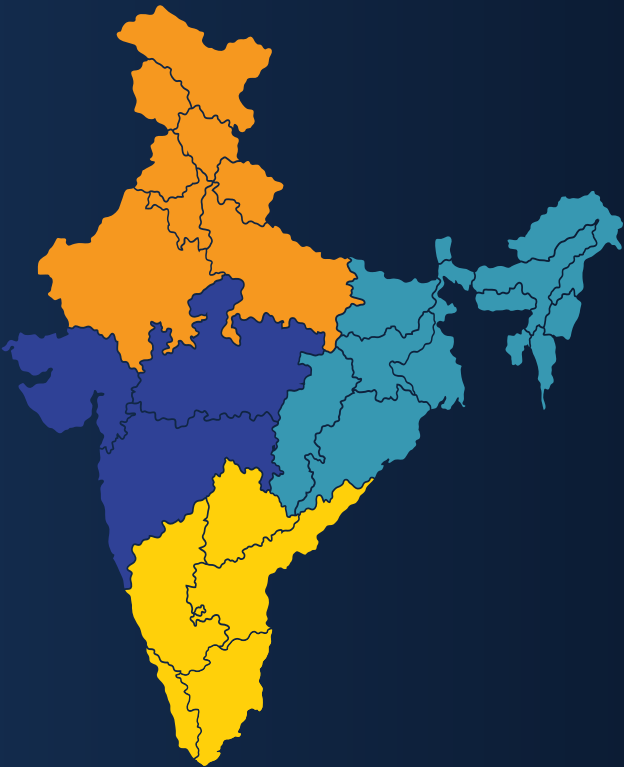
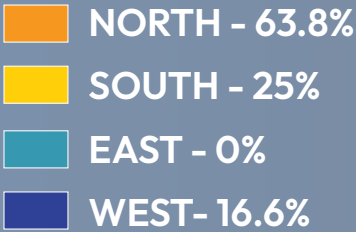
Gaurav Kumar Samantaray
Account Manager Sales



STUDENT STATS

Student Demographics by Region

A snapshot of the regional diversity in the current cohort



Gender Distribution

An overview of the gender composition across this year's student batch



MEET THE STUDENTS



Senior Manager

Hive school

Cohort 1 - Launchpad



Associate Manager - US

DEEPAK CHIB

COHORT 1



BML Munjal University

Hive school

Cohort 2 - Launchpad

zenskar

FinOps Consultant

ADITYA RAJESH SHAH

COHORT 2



Hansraj College, Delhi University

Hive school

Cohort 3 - Launchpad

zuddl

Sales Development Rep - US

RAGHAV VAIDYA

COHORT 3

MEET THE STUDENTS



policybazaar 

Business Development
Team Lead

Hive school

Cohort 3 - Launchpad

 Fynd

Associate AE - US

ANSH MADAN

COHORT 3



 Crio.Do

Domain Manager - Sales

Hive school

Cohort 2 - Launchpad

 taxiTrust

Business Manager -
Enterprise Sales

VINAY BHARADWAJ

COHORT 2



 royalera™

Real Estate Sales

Hive school

Cohort 2 - Launchpad

druva 

Account Manager Sales

GAURAV SAMANTARAY

COHORT 2

MEET THE STUDENTS





 Writesonic	Hive school	 Writesonic
Customer Success	Cohort 2 - Launchpad	Account Manager

HEMANTH DHANANJAYAN

COHORT 2




 Blueberg	Hive school	 SPRY
Manager	Cohort 2 - Launchpad	Growth Partner

PRINCY CHAUHAN

COHORT 2



 SYMBIOSIS INTERNATIONAL (DEEMED UNIVERSITY)	Hive school	bitespeed
Fresher	Cohort 2 - Launchpad	Business Development Representative - US

GAURI JAIN

COHORT 2

MEET THE STUDENTS



Guru Gobind Singh
Indraprastha University

Hiveschool

Cohort 1 - Launchpad

HOS*

Sales Specialist

ROHIT LAKHANPAL

COHORT 1



 **spyne**

Outbound Specialist

Hiveschool

Cohort 3 - Launchpad

 **Ziptyne**

Founder's Office: GTM

DEEPTI SHARMA

COHORT 3



 **worldref**
Globalisation, Simplified.

Sales Manager

Hiveschool

Cohort 2 - Launchpad

 **amazon**

Key Account Manager

JIGISHA BHATNAGAR

COHORT 2

TESTIMONIALS

“



HiveSchool helped me understand sales in a better way. The experience helped me move from instinct to insight with better structure, better habits, and a better understanding of what it takes to succeed in this field.

Gurmehak

Account Executive | AMEA



Before Hive, I was figuring things out on my own. I had the drive, some experience but I didn't really know what 'good' looked like in sales. Hive changed that for me. It pushed me out of my comfort zone in the best way. I started thinking more clearly, pitching more confidently, and actually enjoying the process.

Princy Chauhan

Growth Partner



“



I had spent 5 years working in sales before Hive, but something always felt missing. I knew how to follow a process but not how to build one. HiveSchool helped me connect the dots. It gave me structure, clarity, and the push to think beyond just hitting targets. The community was real, the feedback was honest, and the learning was intense in the best way possible.

Deepak Chib

Associate Manager - US



TESTIMONIALS

“



HiveSchool gave me the direction I was looking for. Coming from a B2C edtech background, I wanted to break into B2B but didn't know where to start. The structure, mentorship, and real-world training helped me build the mindset and skills I needed. Balancing the program with my job wasn't easy, but it was worth it, I now feel ready and confident as I step into my new role at Spyne.

Vivek Sehrawat

Outbound Specialist



HiveSchool helped me unlock clarity and confidence. I came in with sales experience but lacked the structure and feedback loop to grow faster. The hands-on approach, real-life simulations, and constant push to improve made all the difference. Today, I'm stepping into my new role with more conviction than ever.

Jigisha

Key Account Manager



“



I always knew I had potential - HiveSchool helped me shape it. The live sessions, mock calls, and mentor feedback challenged me to think sharper and sell better. I learned how to turn effort into outcomes, and that's something I'll carry with me for life.

Yash

Founding Sales Manager



“



TESTIMONIALS

“



The experience made me realize how much of business is about listening first. Working through real scenarios taught me to approach conversations with curiosity instead of rushing to a solution. That shift has changed the way I handle client discussions every day.

Kalindi Gulati

Business Development Consultant



One of the biggest lessons was learning to stay calm when everything feels urgent. The environment pushed me to take ownership and make decisions without second-guessing. Those habits have stayed with me and made stepping into a Founder's Office role feel natural.

Vasu Huria

Growth Partner



“



Coming in without prior SaaS sales experience felt intimidating, but the program broke it into clear, practical steps. A defining moment for me was meeting Rajeev at Salespreneur; that interaction not only gave me direct industry exposure but also shaped the way I approach conversations with decision-makers.

Preeti Karn

Founding BDR



“



TESTIMONIALS

“



One thing that stayed with me was Sree's session on mapping the buyer journey. Understanding how to align outreach, discovery, and follow-ups to where the customer actually is made B2B sales feel less like pushing and more like guiding. That technical clarity has been a game-changer in my role."

Shubhang Raj

Manager – Retail Strategy
& Expansion



What stood out was how practical everything felt. The discussions with Prabhu about value creation helped me see things differently as a founder. It wasn't about selling; it was about building trust and understanding what really matters to people. That perspective has shaped the way I work with my team and customers every day.

Mohamed Saleeq

Co-Founder



“



Working in an international role felt like a huge leap, but HiveSchool made the transition easier. The environment pushed me to improve how I communicate, adapt quickly, and understand cultural nuances. It gave me confidence in handling professional conversations with ease, and that has made all the difference in my current role.

Arpit Maurya

Business Development Rep (US)



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Scan the QR code to take the first step in

Making Sales Sexy!

[or click here](#)



For any queries, contact: Salespreneur

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