



## BUSINESS DEVELOPMENT ASSOCIATE (BDA)

### About Us

BYJU'S is the world's most valuable Ed-tech company and the creator of India's most loved School learning app which offers highly adaptive, engaging and effective learning programs For students in classes 1-12(K-12) and competitive exams like JEE, NEET, CAT and IAS.

BYJU'S - The Learning App, the flagship product for classes 4-12 was launched in 2015. Today, the app has over 35 million registered students and 2.4millionannual paid subscriptions. With an average time of 71 minutes being spent by a student on the app everyday from1700+cities, the app is creating a whole new way of learning through visual lessons. It is encouraging students to become self-initiated learners.

The Disney BYJU'S Early Learn App was launched in June 2019, a special Opening from BYJU'S in collaboration with Disney India for students in classes1-3.The apps have been designed to adapt to the Unique learning style of every student, as per the pace, size, and style of learning. BYJU'S is paving the way for new-age, geography agnostic learning tools that sit at the cross-section of mobile, interactive content and personalized learning methodologies. To know more about the company, please download the apps (Available in Play Store & App store) or visit us at <https://byjus.com/>

Our products range from:

Learning apps catering to students in India to computer vision and artificial intelligence enabled learning programs across the world(**OSMO** - playosmo.com and Byjus.com).

Tech enabled learning programs spread across North America, Europe and Australia (**Epic!** - getepic.com).

Coding platforms where 50 million users solve puzzles, build games, stories and interactive animations by coding – **Tynker App**.

Teaching live one-on-one sessions with students across 7 countries Byjus Future School (**WhitehatJr**).

In-demand skills to learn and Advance career in AI, ML, Data science, Digital marketing, Cloud, Software engineering (**Great learning**)

India's top coaching for NEET, IIT-JEE, NTSE, KVPY Olympiad and other competitive exams (**Aakash**)

## Job Title:

### Business Development Trainee (BDT) / Business Development Associate (BDA)

**Job Description:** You will begin in an individual contributor's role, working in a team of go-getters to help spread the Byju's way of Learning in your city. You would be showcasing the unique Byju's way of Learning to students and parents and will be responsible for mentoring and sales in your designated zone.

#### **Preferred Skill Sets:**

- Having a keen interest and deep understanding of the Indian education sector.
- Interested in mentoring and guiding students.
- Having a knack for sales
- Good interpersonal and presentation skills.

**Academic Qualification:** Any UG/PG (2022 passing out) with min 60% in 10<sup>th</sup> standard.

**Training:** All selected candidates will be part of a 6 weeks training process under the Business Development Trainee profile at a monthly stipend of Rs 25,000. Upon successful completion of training candidates will be promoted to the role of Business Development Associates (BDA)

The first 2 weeks of this training will be classroom training followed by 4 weeks of "On-the-Job Training", both at the BDT Training Location. There will be additional performance incentives which will be applicable during the training period. Currently till our offices re-open, the training will happen in the Work from Home mode. Once our offices are open, the training will shift to the BDT Training Location.

Upon successful completion of training based on clearing the company's expected parameters, they will be confirmed as BDA - Direct Sales (at 10 LPA). Also, only after confirmation to the BDA role, they will start work at their 'Role Location'.

**CTC (BDT):** INR 300000 PA fixed pay+ INR 200000 PA performance pay

**CTC (BDA):** INR 1000000 (7 lakh fixed pay + 3 lakh performance pay) (After Successful completion of training)

# AWARDS



## Backed by several Marquee Investors



# BYJU'S IN MEDIA

THE ECONOMIC TIMES



Disney. BYJU'S Early Learn App launches for grades 1-3 to help children become lifelong learners

HUFFPOST



We'll Make Students Across the World Fall In Love With Learning: CEO Of BYJU'S [Interview]

BW BUSINESSWORLD



BYJU'S plans to launch International Products and gears up to enter them in a big way

Business Standard



With a strong team of 1500 in R&D, BYJU'S cutting edge tech and content is helping school students learn better

FINANCIAL EXPRESS



BYJU'S, valued at 5.7 Billion dollars is the world's largest Ed-Tech company

THE TIMES OF INDIA



How BYJU'S took the classroom online and made learning fun

**BYJU'S**  
**Campus Recruitment**  
**2021-2022**

from **Campus TO CORPORATE**

#KeepLearning

The banner features a purple background with a white 'B' logo in a square on the left. The text 'BYJU'S Campus Recruitment 2021-2022' is prominently displayed in white. On the right, there is a logo that says 'from Campus TO CORPORATE' with a graduation cap icon. At the bottom right, the hashtag '#KeepLearning' is written in white.