



## BUSSINESS 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 2.4million annual 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 OpeningfromBYJU'SincollaborationwithDisneyIndiaforstudentsinclasses1-3.Inearly 2019, BYJU'S also acquired Osmo, a Palo Alto-based maker of educational games to transform the whole o½ine to online learningexperience.

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/>

## 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.

**Sector:** Sales, Business Development.

#### **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 Graduation/ Post Grad Degree, MBA (2020 passing out)

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

**CTC (BDT):** INR 300000 LPA fixed pay+ INR 300000 LPA 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



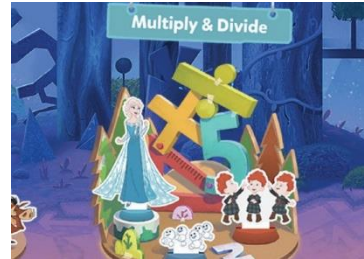
Disney.BYJU'S Early Learn App launches for grades 1-3 to help children become lifelong learners

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