



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 2.4 million annual paid subscriptions. With an average time of 71 minutes being spent by a student on the app everyday from 1700+ 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 classes 1-3. 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 Byju's FutureSchool (**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 Associate**

Expectations from you:

We are looking for a Business Development Associate to be responsible for engaging with key customers by building and preserving trusting relationships. The Business Development Associate will constantly identify opportunities to grow the customer base and build positive relationships with new clients. You will be responsible for scheduling the counselling sessions with the parents and their child which will be conducted virtually during the weekends.

We initially book a free counselling session for the child with the parents where in any counselling session the discussion is all about the teaching methodology of the child and about the shortcomings of his current way of learning and provide solutions to improve upon it.

To be successful as a Business Development Associate, you should possess excellent communication skills and maintain the core values of the organization. Ultimately, an outstanding Business Development Associate will work in the sales domain

Job Description:

- Interacting with the customers over calls on a daily basis from Tuesday to Friday and scheduling counselling sessions for weekends (Sat & Sun).
- Conducting counselling sessions over weekends with the parents and identifying the challenges faced by the child with respect to the learning style and providing solutions using the USPs of the byju's product.
- Fostering strong relationships with the customer's post-sales in order to ensure customer satisfaction.
- Resolving customer complaints quickly and efficiently.

Selection Process

- Group Discussion
- Personal Interview

Program Overview

- The initial three weeks training phase will start once you join the organization.
- Candidates will be expected to generate revenue by implementing the theoretical knowledge acquired during the training phase into practice.

Work Timings: The entire role will be for 6 days a week (Monday would be an off).

Preferred Skill Sets:

- Strong communication skills (English & Vernacular language)
- Having a knack for sales with intent for hardwork
- Good interpersonal and presentation skills

Academic Qualification: 2023 Passing out

Location: Pan India

STIPEND (BDE):

- **Salary:** INR 16600/- for the first 2 months.
- **Salary (month 3 onwards):** INR 7,00,000 (4 Lakh fixed pay + 3 lakh performance pay) for Inside Sales