



BUSSINESS DEVELOPMENT ASSOCIATE (Person Description)

About Us

BYJU'S is the world's most valued 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. In early 2019, BYJU'S also acquired Osmo, a Palo Alto-based maker of educational games to transform the whole online to online learning experience.

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/>

Business Development Associate (BDA)

Job Description: Selected candidates will be working as an associate doing field sales in their region and working in a team of go-getters to help spread the Byju's way of Learning in your city. As a BDA they will be required to assist students and parents in their region that have downloaded the Byju's application using a consultative selling approach. The ideal candidate needs to be a quick learner with strong negotiation skills and is able to demonstrate the ability to showcase our offerings in a compelling way.

Preferred Skill Sets:

- Good Interpersonal Communication skills. (Face to face and Telephonic conversations)
- Sales Drive and resilience.
- Experience in consultative selling.
- Should be target driven and achievement oriented.
- Has the maturity and gravitas to counsel a parent for their child's future.

Qualification:

- Education: Graduation/ Post Grad Degree, MBA (2020 or earlier passing out)
- Experience: freshers
- Not more than 29 years of age.

Working Days: Wednesday to Sunday. (2 days week-off)

CTC : 10 Lacs Per Annum (5 LPA Fixed + 2 LPA Direct Sales Allowance + 3 LPA Incentives/Variable)

As an associate doing Direct Sales, the candidate will be given a monthly equivalent salary of Rs 7 LPA fixed compensation through an addition of a Direct Sales Allowance of 2 LPA subjected to meeting a company decided benchmark number of customer visits. In the unlikely scenario where the Direct Sales model in their role location is discontinued in the future due to any unforeseen circumstances, the company will move them into the Inside Sales Associate role at a salary of Rs 5 LPA fixed. In such a case, they would move back to the Direct Sales Associate role at Rs 7 LPA fixed (DS allowance inclusive) as soon as the Direct Sales model resumes in the role location.

AWARDS



Backed by several Marquee Investors



BYJU'S IN MEDIA

THE ECONOMIC TIMES



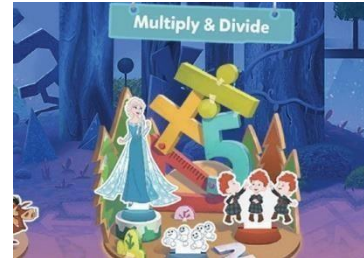
Disney BYJU'S Early Learn App launches for grades 1-3 to help children become lifelong learners

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 3000 in R&D, BYJU'S cutting edge tech and content is helping school students learn better

FINANCIAL EXPRESS



BYJU'S, valued at 10.5 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

Click on [this link here](#) to get a better understanding of the role of a Business Development Associate.