

## OPPORTUNITY FOR 2020 & BEFORE BATCH STUDENTS



**BYJU'S**  
**Campus Recruitment**  
**Business Development**

### **Greetings from BYJU'S!**

We are glad to receive your invitation for the campus connect program with your institution for **2020 and before batch students**. In line with our recent discussion, we wish to express our interest to take this forward.

Looking at the safety of all parties the process has been modified to suit the current situation. As discussed, Kindly share the details of candidates who are interested in the profile of Business Development Associate. Please find below the job description and registration link for the candidate's details.

### **Position: Business Development Associate**

#### **JD:**

At BYJU'S we are looking for Business Development Associate who are keen on building for the future.

#### **Description:**

You will start your journey at BYJU'S as an individual contributor working in a team to introduce and showcase the unique way in which BYJU'S-The Learning App helps students learn better. You will also be responsible for counselling these students and will play a role in their learning journey. Your key role will be to connect with students and parents across the country about one of the world's most loved learning apps and how it will help students learn not just for exams, but way beyond. Your role will start with contacting potential customers (parents and students) from a database provided by the company to set up meetings, counsel the students on learning pedagogies and the BYJU's personalized learning journey. You will be working 5 days a week with Mondays and Tuesdays being week-off. This hybrid model of sales will give you an exposure to the best of inside-sales and direct-sales. Please download the BYJU's Learning App to understand the magic of the BYJU's courses which has been widely accepted not just across thousands of towns in India but by millions of users across the globe. We look forward to having you on board Team BYJU's.

**Responsibilities:**

- Call and connect with potential customers from the database provided.
- Establish strong, profitable rapport and book demo sessions with them in the comfort of their own houses with the entire family over the weekend.
- Drive successful revenue for the organization by explaining and counselling the student properly based on prior research about the student's activity on the free application explaining them the benefits of e-learning and a hybrid curriculum.
- Update and manage all sales activities and account information in CRM.

**Qualifications:**

Minimum Graduation in **ANY** respective field.

We believe that if the interest and drive is there to increase business and yield revenue for the company, it qualifies as enough for the role.

**Working Days:** 5 days work week

1. **CTC:** upto Rs. 10 Lakhs (Rs.7 Lakhs {Fixed pay} and Rs. 3 Lakhs {Performance/Variable pay})
2. Rs. 3 Lakhs (for first 2 months of training) after which it is upto Rs. 10 lpa

**Hiring Locations:**

Guwahati-Kamrup, West Tripura, Nagaon, Karbi Anglong, Imphal West, Tinsukia, Sonitpur, East Sikkim, East Khasi Hills, Dibrugarh, Cachar, Barpeta, West Siang, West Garo Hills, Thoubal, South Tripuram, Sibsagar, Senapati, Papum Pare, North Tripura, Nalbari, Marigaon, Lakhimpur, Kokrajhar, Karimganj, Jorhat, Jaintia Hills, Imphal East, Hailakandi, Golaghat, Goalpara, Dimapur, Dhubri, Dhemaji, Dhalai, Darrang, Churachandpur, Bongaigaon, Aizwal, Patna, Ranchi, Kolkata, Agra, Bareilly, Kanpur, Lucknow, Meerut, Varanasi

**KINDLY NOTE:** IT INVOLVES FIELD WORK. Total 5 days working, 3 days WFH, 2 days field work. Anybody looking for a complete work from home, kindly don't apply.

**REGISTRATION LINK:** <https://forms.gle/hd8bif1Ki23WzFe28>

--

[Thanks & Regards,](#)

[Bijeyta Samanta](#)

[Recruitment Associate - Training & Staffing](#)