

Date :- 02/08/2020

## Marwari College, Ranchi

### Placement Cell Notice for UG/PG final year 2020 (appearing batch)

#### **Job Profile: Business Development Associate (BDA)**

**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 help students learn better. You will also be responsible for mentoring 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.

This is an individual contributor role in an employee-oriented, high performance environment that emphasizes on spreading the BYJU's unique way of learning in your city. Your role will start with contacting potential customers (parents and students) to set up meetings, counsel the students on learning pedagogies and the BYJU's personalised 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. All the best!

**Sector:** Sales and Business Development in one of the fastest growing sectors.

**Locations:** Across India

**Working Days:** 5 days work week

**Qualification:** Any graduate/ Any post graduate.

**CTC:** Rs. 10 Lakhs (Rs.7 Lakhs {Fixed pay} and Rs. 3 Lakhs {Incentive Pay})

**What we are looking for:** A go-getter with good communication skills who has a knack for sales and a keen interest in helping students learn better. **REVERT BACK ONLY IF YOU ARE LOOKING FOR A SALES ROLE WITHIN THE ORGANIZATION.**

**AUDIO JOB DESCRIPTION BELOW**

<https://soundcloud.com/saim-salik-hr/bda-jd-kra>

Note - This is a premium entry level job. The salary during the 3 months training period will be 23k in hand (+ incentives) and your designation will be BDT (Business Development Trainee) and post successful completion of the training period (duration+targets) your salary will be 55k take home approximately (+ incentives), and you will be absorbed in the system as BDA (Business Development Associate).

**Note for female candidates.**

**English and Hindi proficiency is a must and we are hiring Female candidates for Bangalore Only.**

**This is strictly an inside sales role.**

**Working Days:** 10-12 hrs hours/day - 5 days work week (Saturday and Sunday Mandatory working)

**CTC:** Rs. 8 Lakhs (Rs.5 Lakhs {Fixed pay} and Rs. 3 Lakhs {Incentive Pay}) (Post Training)

Rs.5Lakhs ( Rs.3 Lakhs {Fixed pay} and Rs. 2Lakhs {Incentive Pay})

**Important Steps:**

1. Kindly be available on your registered phone number and also send us your an alternate number with your resume.
2. The Interview shall be taken over a video calling platform named Zoom. (Use this link to download: [https://zoom.us/download#client\\_4meeting](https://zoom.us/download#client_4meeting)). Please install Zoom application on your personal device.
3. Please reply to this mail with an attachment of your resume.
4. Result declaration will be done within 7 working days.
5. Interview process – Starts with a telephonic round followed with 2 video interview rounds.

Final year UG/PG (2020 appearing batch) students should read the above instructions & voice message clearly before filling the registration link below :-

LINK- <https://forms.gle/FjUUynNmUUCNLvYN6>

Prof (Dr) U.C.Mehat

**Principal**