

ARKA JAIN UNIVERSITY
TRAINING & PLACEMENT DEPARTMENT

PLACEMENT OPPORTUNITY: BYJU'S

NOTICE NO.: AJU/T&P/PG/0051/19-20

DATE: 20/10/2020

NAME OF COMPANY: BYJU'S - The Learning App

COMPANY PROFILE SUMMARY:

BYJU'S - The Learning App is an Indian educational technology (edtech) and online tutoring firm founded in 2011 by Byju Raveendran at Bangalore. In September 2020, it was the world's most valued edtech company with a valuation of \$11.1 billion. Byju's claimed on 27 May 2020 that they had gained ₹2,800 crore revenue in FY20.

In July 2019, BYJU'S won the sponsorship rights for the Indian cricket team jersey, replacing its former sponsor Oppo. Shah Rukh Khan is the brand ambassador for BYJU'S.

BYJU'S is India's most loved school learning app which offers highly adaptive, engaging and elective learning programs for students in classes 1 -12 (K-12) and competitive exams like JEE, NEET, CAT, and IAS. With an average time of 71 minutes being spent by a student on the app every day 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.

BYJU'S is looking for Passionate, Self-driven, Flexible and Focused individuals who can take education to the next level.

JOB DESCRIPTION:

This is an individual contributor role in an employee-oriented, high-performance environment that emphasizes on spreading the BYJU'S unique way of learning. As a BDA (Business Development Associate) in BYJU'S, you will be expected to connect with potential customers (parents and students), set up meetings, counsel the students on the BYJU'S unique way of learning and assist them to become premium subscribers.

Perks of being a BD associate at BYJU's:

1. Bi-monthly incentive roll out
2. Incentive trips and incentive bonuses for top performers
3. Vertical growth opportunities as soon as you complete 1.5 years

ELIGIBLE COURSES: MBA/MCOM/MCA (All Specializations; Passing Year 2020)

SALARY PACKAGE OFFERED (CTC):

1. For Direct Sales : INR 10 LPA (7 LPA Fixed + 3 LPA Variable)
2. For Inside Sales : INR 8 LPA (5 LPA Fixed + 3 LPA Variable)

JOB LOCATION: Bangalore HO and PAN India (across 75 offices)

ELIGIBLE GENDER:

Both Male & Female candidates applicable.

Please note that Female candidates will have to RELOCATE to Bangalore after the pandemic is over.

Working Days: Wednesday to Sunday (Week off: Monday and Tuesday)

JOB REQUIREMENTS:

Must have:

1. Any Graduation degree or all semester mark sheets barring the final semester (only applicable for 2020 Graduates)
2. Willingness to build a career in sales domain
3. Willingness to learn

Good to have:

1. Highly effective communication
2. Strong conviction
3. High energy and enthusiasm
4. Prior experience in sales and business development is an add-on
5. Good grasp of school curriculum and learning

PLEASE NOTE

1. Hiring is happening for the sales team, thus only those students should nominate who are interested in sales.

2. Preference will be given to immediate joiners.

3. For 2020 graduates whose final semester exams are pending, an NOC would be required (to be requested to University by respective Student) stating the following three things for the student:

- a. That he/she is a bonafide student of the University
- b. That he/she has completed all the 5 semesters. (Please mention backlogs, if any)
- c. Final semester is pending which will happen in accordance to the Govt. or UGC guideline

4. Candidature consideration will be entirely based on Company's HR Policies.

SELECTION PROCESS:

The interviews will be conducted online and will have three rounds of filtration as mentioned below:

Round 1: Telephonic Round of Interview

Round 2: Video Interview through Zoom Application

Round 3: Video Interview through Zoom Application

PROCESS OF REGISTRATION :

1. Interested students need to click on the below link or copy/paste the link on Google Chrome (or any other Web Browser) to fill all their details in the provided Google form and should submit to register successfully.

<https://forms.gle/p4MJtEtjSjVV92TFA>

2. Please note that only those students who successfully submit their details will be applicable further.
3. The form can be submitted only once, thus please be cautious while filling up the form.
4. The Resume File name should be student's own name.
5. Registration deadline for Nomination is till **05:00 PM, 22nd October 2020**.
6. One student can Register only once, thus be cautious while registering.
7. Please Note : The Registration process will automatically turn off after the provided deadline.

Sd/-



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Disclaimer : The information mentioned above is as shared by the employer. The institution will not be responsible for any deviation.