



Department of Placements and Training

CIRCULAR

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Date: 20.05.2018

We are happy to share that the 2018 batch are eligible to participate in “**BYJU’S**” drive for “**Business Development Associate**” position.

Company Profile:

Company: Think and Learn Pvt Ltd

Think & Learn, the company behind the brand BYJU’S, is a niche player in the global Ed-Tech segment. A winner of the Deloitte Fastest 50 India Award in 2012, ’13, ’14 and the Fastest 300 Asia Award, Think & Learn provides educational offerings for a lifetime with teaching skills that give students a crucial competitive advantage in learning to strengthen their basics for examinations and life not just through the app world but also through its training division - BYJU’S Classes.

Think & Learn Pvt Ltd is India’s largest technology based education provider. Founded in 2008, Think & Learn provides test preparation services and supplemental content for K-12 segment through technology enabled channels like VSAT, Internet and Tablet. The Bangalore based company runs the iconic brand BYJU’S Classes which has over 93 test prep centers for exams like CAT, IAS, JEE, GMAT, GRE across India.

Company Website: www.byjus.com

Positions: Business Development Associate

No of Vacancies: 2000+

Experience: Freshers

Salary: 10 LPA (7 LPA fixed and 3 LPA variable)

Job Location: Across India

Eligibility Criteria:

- BE/ B.Tech (All branches); MBA
- Batch: 2015/ 2016/ 2017/ 2018

Job Description:

- Generating revenue by counselling prospects and converting them to sales.
- Converting free app users to paid users using emails, SMS and direct sales.
- Logging conversations had with prospects on CRM software.
- Doing resume analysis of prospects; suggesting the right type of masters programs
- Explaining the importance of higher education and tools to be used to prepare for the process
- Explaining BYJU's test prep and admissions consulting products
- Share information on various courses, colleges, test prep products, application process and deadlines on proactive basis for abroad education.
- Answer questions about products/service and delivering to the need of the customer.
- Handle B2B counseling in college campuses when required
- Take and process orders in an accurate manner
- To be a single point of interface for all customers till conversion.
- Coordinate with respective team for the product services.
- Helping the team through training and mentoring

Skills Preferred:

- Excellent spoken and verbal skills
- Ability to plan and execute
- Ability to persuade and negotiate
- Ability to work under stress
- Ability to work in a team
- Fast-learner, keen on details, and self-motivated
- A knack for marketing

Selection Process: Selection Process is based on the Personal Interview

Venue Details:

May 26th/27th	Hyderabad, Chennai, Jaipur, Chandigarh, Indore, Coimbatore
June 2nd/3rd	Kochi, Trivandrum, Calicut, Nagpur, Lucknow, Mangalore, Hubli
June 9th/10th	Raipur, Kolkata, Bangalore, Pune, Bhubaneswar, Patna, Agra
June 16th/17th	Delhi, Mumbai, Ahmedabad, Surat, Vizag, Ranchi, Rajkot

How To Apply:

All interested and eligible candidates can apply this drive in online by the following link.

<https://byjus.com/apply/>