

[APPLICATION FORM LINK](#)

About The Company

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.

Our wide range of products includes classes for Overseas and Domestic Test Preparation courses handed over in varied formats. The company started with a regular Classroom model and has switched over to a technology-enabled platform making it currently the India's Largest Ed-tech company. Not only has the group of passionate educators created technology platforms in Android and iOS, it has partnered with the biggest names in different industries to create products for Tablets and apps for Android across the world touching close to 8 million students worldwide on our platform.

If you are passionate about making India and the world Think & Learn through various platforms, modes and pedagogies then look no further!

Our employees can look forward to multiple benefit schemes starting from incentives, impact bonuses, travel incentives, health benefits and much more. The average growth rate of our employees year on year will be anywhere between 30% to 50%, and they'll have the opportunity to train and/or lead a team within first 15 months of their employment.

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.

Backed by Dr Ranjan Pai and Mohandas Pai of the Manipal group to start with, followed by Chan Zuckerberg Initiative, Sequoia Capital, Sofina, Verinvest, Light Speed Ventures, Times Internet, IFC World bank group.

Think & Learn is the youngest company to win the CNBC-Crisil Emerging India Award (Education).

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About The Division

The Admissions Abroad divisions, headed by ISB alum Mr. PN Santosh, is a separate division in

Think and Learn which has a vision to change the way grads and undergrads approach higher education. While working for this division, our employees not only undergo the best-in-the industry business development training, but also get to understand a big deal about the higher education scenario in India and Abroad. The job involves educational consulting-cum-sales which eventually helps our employees lay down their own roadmap for higher education and get mentored for the same. A typical lifecycle of an employee involves entering as a fresher with doubts about their future and leaving as an MS/MBA candidate with an enriched experience, knowledge and financial independence.

Job Title: Business Development Associate

Job Description: Generating revenue for the team through educational consulting and by closing sales deals face to face. The candidates will get a chance to rub shoulders with alumni of ISB, IIMs, NITs and various other prestigious institutions of India and the US. Performing candidates may be given opportunities to train and/or lead a team and/or manage important business accounts.

Responsibilities Include:

- Generating revenue by counseling prospects and converting them to sales through face to face home demos
- 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 through home demos
- 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 sales and marketing

Location: Mumbai/ Delhi/ Chennai

Applicable for: MBA/ B.E / B.Tech [All branches] or Any Graduate with Excellent skills

Sector: Sales and Marketing

CTC: 4L to 6L (including fixed and variable components). Rs. 25000 will be paid during the first 2 months internship

Requirement: Preferred candidates with prior sales experience and willing to travel within the city through home demos.

Work Timings:

- 6 days a week and 9 hours a day (9am to 6pm/10am to 7pm /11am to 8pm)
- Working on Saturday and Sunday's is mandatory (No exception for this), every Tuesday will be declared as week off.

Selection Process

- Resume Shortlist
- First Round- Telephonic Interview
- Second Round- Skype Interview

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