



## APPLICANT TRAINING PROGRAM (ATP)

### About Us

BYJU'S is the world's most valuable Ed-tech company and the creator of India's most loved School learning app which offers highly adaptive, engaging and effective learning programs For students in classes 1-12(K-12) and competitive exams like JEE, NEET, CAT and IAS.

BYJU'S - The Learning App, the flagship product for classes 4-12 was launched in 2015. Today, the app has over 35 million registered students and 2.4millionannual paid subscriptions. With an average time of 71 minutes being spent by a student on the app everyday from1700+cities, the app is creating a whole new way of learning through visual lessons. It is encouraging students to become self-initiated learners.

The Disney BYJU'S Early Learn App was launched in June 2019, a special Opening from BYJU'S in collaboration with Disney India for students in classes1-3.The apps have been designed to adapt to the Unique learning style of every student, as per the pace, size, and style of learning. BYJU'S is paving the way for new-age, geography agnostic learning tools that sit at the cross-section of mobile, interactive content and personalized learning methodologies. To know more about the company, please download the apps (Available in Play Store & App store) or visit us at <https://byjus.com/>

Our products range from:

Learning apps catering to students in India to computer vision and artificial intelligence enabled learning programs across the world(**OSMO** - playosmo.com and Byjus.com).

Tech enabled learning programs spread across North America, Europe and Australia (**Epic!** - getepic.com).

Coding platforms where 50 million users solve puzzles, build games, stories and interactive animations by coding – **Tynker App**.

Teaching live one-on-one sessions with students across 7 countries Byjus Future School (**WhitehatJr**).

In-demand skills to learn and Advance career in AI, ML, Data science, Digital marketing, Cloud, Software engineering (**Great learning**)

India's top coaching for NEET, IIT-JEE, NTSE, KVPY Olympiad and other competitive exams (**Aakash**)

## Applicant Trainee

**Expectation from you:** You will begin as an individual contributor, working in a team of go-getters to help spread the Byju's way of Learning in your city. You would be showcasing the unique features of Byju's to students and parents in personalized sessions, and will be responsible for mentoring and sales in your designated zone.

### **Preferred Skill Sets:**

- Having a keen interest and deep understanding of the Indian education sector.
- Interested in mentoring and guiding students.
- Having a knack for sales
- Good interpersonal and presentation skills.

**Academic Qualification:** Any Graduation/ Post Graduation (Completed in or before 2022)

**Training:** All interview selected candidates will become a part of Applicant Training Program

Training program has two Stages:

#### **1. Stage1: Classroom Training Program (CRT)**

Duration: 2 Weeks. Location: At office location (in person)

Post completion of 2 weeks the trainee will be assessed on various parameters. Only qualifying trainees will be moved to Stage 2 (OJT stage) of the program.

#### **2. Stage 2: 'On-the-job' Training (OJT)**

Duration: 4 Weeks. Location: Virtual

Post completion of 4 weeks the trainee will be assessed on various parameters during 4 weeks. Only qualifying trainees will become eligible to be offered as BDAs. (Subject to approval from management). There will be additional performance incentives which will be applicable during the training program.

The training program will be for 6 days a week. The assessment parameters will include performance metrics, capability and quality audits, and feedback from manager/ trainer and HR Team. Upon successfully passing the training program, you become eligible to be offered the role of BDA - Direct Sales (at 10 LPA) or BDA - Inside Sales (at 8 LPA). You will be able to start the job in the offered 'Role location' only after you join the organization as a BDA

**STIPEND (ATP):** INR 37,500 (stipend) fixed pay for entire training program (6 weeks) + INR 6,000 (Additional allowance for people whose traineeship (CRT) location is different from the home/current location) + Incentives (upto 10% of revenue generated). Please note the compensation would be adjusted on a pro rata basis based on the number of days you are active in the program.

**CTC (BDA - post qualification after training):** INR 1000000 (7 lakh fixed pay + 3 lakh performance pay) for Direct Sales and INR 800000 (5 lakh fixed pay + 3 lakh performance pay) for Inside Sales.

# AWARDS



## Backed by several Marquee Investors



Chan Zuckerberg Initiative (CZI)



Sequoia Capital



Sofina



Verlinvest



Lightspeed



Times Internet



International Finance Corporation (IFC)



Tencent



Naspers



General Atlantic



Canada Pension Plan Investment Board (CPPIB)



Owl Ventures



Qatar Investment Authority

# BYJU'S IN MEDIA

THE ECONOMIC TIMES



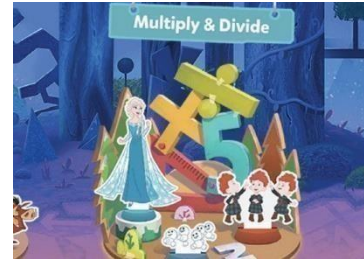
Disney. BYJU'S Early Learn App launches for grades 1-3 to help children become lifelong learners

HUFFPOST



We'll Make Students Across the World Fall In Love With Learning: CEO Of BYJU'S [Interview]

BW BUSINESSWORLD



BYJU'S plans to launch International Products and gears up to enter them in a big way

Business Standard



With a strong team of 1500 in R&D, BYJU'S cutting edge tech and content is helping school students learn better

FINANCIAL EXPRESS



BYJU'S, valued at 5.7 Billion dollars is the world's largest Ed-Tech company

THE TIMES OF INDIA



How BYJU'S took the classroom online and made learning fun