



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 50 million registered students and 3.5 million annual paid subscriptions. With an average time of 71 minutes being spent by a student on the app every day from 1701+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 classes 1-3. In early 2019, BYJU'S also acquired Osmo, a Palo Alto-based maker of educational games to transform the whole online to the online learning experience. 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/>

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:

- Have 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

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

The training program has two Stages:

1. Stage 1: Classroom Training Program (CRT)

Duration: 2 Weeks. Location: Role Location

Working model: 6 days

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: Work from Home

Working model: 6 days

Post completion of 4 weeks, the Applicant Trainee will be assessed on various parameters. Only qualifying trainees will become eligible to be offered a Business Development Associate (BDA) role. (Subject to approval from management).

The training program will be for 6 days a week. The assessment parameters will include

performance metrics, capability and quality audits, and feedback from the manager/trainer and HR Team. Upon successfully passing the training program, you become eligible to be offered the role of BDA - Inside Sales (at Rs. 8 LPA) at the Bangalore location.

Post completion of training candidates will be asked to report to the role location.

STIPEND (ATP): INR 25000(stipend) fixed pay for the entire training program (6 weeks) + INR 6000 on successful completion of CRT + Incentives (up to 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 - Inside Sales): INR 8,00,000 (Rs. 5 lakh fixed pay + Rs. 3 lakh performance pay) for Inside Sales.