



ISLAMIC UNIVERSITY OF SCIENCE & TECHNOLOGY AWANTIPORA, KASHMIR

OFFICE OF THE DEAN OUTREACH

Dear Alumnus,

Please accept greetings from the IUST, hope you are doing well.

I would like to inform you that **BYJU'S** which 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 is going to conduct a Virtual Placement Drive (VPD) wherein, they are inviting our alumni to participate in the VPD for the positions of **Business Development Associate**.

Eligibility: Any Graduation / Post Graduation (Completed in or before 2021)

Registration Deadline: 16th of May 2022

Interview Process: 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 will be eligible to be offered the role of Business Development Associate (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.

Passout: 2019, 2020 and 2021

STIPEND (AT) Training Programme: INR 37,500 (Thirty-Seven Thousand and Five Hundred Only) (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 (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 (Business Development Associate) BDA: - Post qualification after training): INR 10,00,000 (7 lakh fixed pay + 3 lakh performance pay) for Direct Sales and INR 8,00,000 (5 lakh fixed pay + 3 lakh performance pay) for Inside Sales.

If interested, you are advised to register on the below mentioned registration link by or before 16th of May 2022:

<https://forms.gle/Gif7MVeLepfmb2wZ9>

Wish you all the best.

(Dr. S. Iqbal Quraishi)
Dy. Registrar
OUTREACH