

**Congratulations on getting selected for the Personal Interview. Kindly read this before going for the interview.**

Think & Learn Pvt Ltd is a pioneer in the global Ed-tech segment and the parent company of BYJU's the Learning app, the largest K12 learning app in the world with over 15 million downloads and 900 thousand paid customers.

BYJU's the learning app provides lessons in math and science for students from grade 4 to 12 through formats such as videos, tests, quizzes, personalised learning paths and even games. There are programs also for competitive examinations like the JEE, NEET, CAT, GRE, GMAT and UPSC. The Learning App downloaded from the App store or Play store gives users FREE access to the whole course for the first few weeks after which they get restricted access to the content. Our paid product starts with a one year courses at around Rs 20,000 for each grade. We offer both online and offline options. Parents/students who have downloaded our application register themselves by providing their information after which they start their usage of the app; which then helps us segment them by looking into their topics of use, test taking patterns, test scores, learning paths which are all tracked so as to help counsel them for a better and improved learning experience.

The pre-sales activity is to initiate a discussion with the parent and student to provide an academic insight about the child's learning, this discussion ends with an option for our counselling/sales member to come over for a discussion for a BYJU's complete learning product at a convenient time and location in over 50 cities of India. This is an individual contributor role in an employee-oriented, high performance environment that emphasizes on spreading the BYJU's unique way of learning in your city. Your role will start with contacting potential customers (parents and students) to set up meetings, counsel the students on learning pedagogies and the BYJU's personalised learning journey. You will be working 5 days a week, Mondays and Tuesdays being week-off, taking up revenue responsibility. This hybrid model of sales will give you an exposure to the best of inside-sales and direct-sales.

Please download the BYJU's Learning App to understand the magic of the BYJU's courses which has been widely accepted not just across thousands of towns in India but by millions of users across the globe.

**We look forward to having you on board Team BYJU's. All the best!**