



## Position Specification

*BYJU'S*

*Think & Learn Pvt. Ltd.*

*Corporate Partnership (KAM)*

Private and Confidential



BYJU'S is the world's largest and most valuable EdTech company, founded by Byju Raveendran and Divya Gokulnath in 2011.

It offers highly adaptive, engaging, and effective learning programs for students in K-12 across disciplines such as competitive exams, coding, and arts. The company also offers upskilling courses for professionals. With over 150 million registered learners globally, and products across 120 countries, BYJU'S has been at the forefront of creating tech-driven and immersive learning experiences for students across the globe.

Since launching its flagship Learning App in 2015, BYJU'S has been innovating learning experiences, and pioneering new approaches to education by blending world class pedagogy with cutting edge technology. In June 2019, BYJU'S launched the Disney.BYJU'S Early Learn App for students in LKG, UKG and classes 1-3. It expanded the offering to the USA in July 2021. It also launched BYJU'S Classes with Two Teacher Advantage as a comprehensive after-school learning solution. BYJU'S Future School, rolled out in April 2021, offers students across USA, UK, Australia, Brazil, Indonesia, and Mexico Coding, Math and Music, further fostering engagement and personalized learning.

Taking its vision of building a community of active learners globally, in early 2019, BYJU'S made its first international acquisition, Osmo, a Palo Alto based maker of educational games. Since then, the company has expanded its family with strong partners like EPiC, Tynker, White Hat Jr, Aakash, Great Learning, Gradeup, and GeoGebra, further strengthening its portfolio of offerings and global reach.

A digital-first company, BYJU'S has been backed by prominent investors like Chan-Zuckerberg Initiative, Naspers, CPPiB, General Atlantic, Tencent, Sequoia Capital, Sofina, Verlinvest, IFC, Aarin Capital, TimesInternet, Lightspeed ventures, Tiger Global, Owl Ventures & Qatar Investment Authority. Since 2019, BYJU'S is also the official sponsor of the Indian Cricket Team.

Powered by 12,000+ teachers, BYJU'S is creating classrooms of tomorrow with integrated learning platforms so that every student can access personalized, immersive, and quality education across grades, geographies, proficiency and socio-economic backgrounds.



The Education for All initiative was launched in 2020 with the aim to democratize education by ensuring that children across all economic backgrounds get equal access to quality learning opportunities. Within a year of launch, the initiative impacted 3.4 million children across 26 states and 340+ districts by making tech-driven education accessible and equitable. By 2025, the initiative aims to impact 10 million children.

BYJU'S has won several accolades including Time 100 Most Influential Companies 2021, the 2020 BCG Tech Challengers, E&Y Entrepreneur of the year - Business Transformation 2021, Startup of the year 2019, and The Bloomberg Businessweek 50 list 2020, among others.

### ***Mission and Vision***

At BYJU'S, our purpose is to enhance human potential through the unlimited power of education. Our mission is to envision the future of education, enable access to quality education, and empower the educational ecosystem. We are building, growing, and sustaining the world's largest education brand. We inspire and nurture excellence, one learner at a time.

### **The BYJU'S Edge**

- Deep technology+industry expertise at scale to transform education to create better, immersive, and active learning experiences
- Trusted brand around the world that offers access to high-quality learning methodologies and qualified teachers
- Long-term, trusted relationships with all stakeholders give us the ability to understand and innovate for every student's learning needs
- An agile, diverse, and global team with a network across India, USA, Canada, Mexico, Indonesia, and more
- A student-centric approach enables us to collaborate seamlessly with users, collect feedback, and provide personalized learning paths
- Shifting ahead of customer needs, building new capabilities, and delivering industry-leading growth to investors



## ***Key Responsibilities***

### ***Grow Corporate Partnerships***

- This will involve both acquiring new Corporate as well as generating more revenue from the existing ones by providing more offering and deeper penetration

### ***Requirement***

- Passionate pedigree candidates with 4 to 10 years of experience into Corporate Partnerships
- Design a strategy for each key account based on FYLS imperatives/Key Account understanding
- Develop a clearly defined terms of agreements for all Key Accounts
- Great Execution abilities, Go-getter attitude
- Deep commitment to customer service and the ability to multitask, meet deadlines, and work successfully in a fast-paced environment
- Responsible for identification of opportunities, mapping and prospecting them for conversion
- Tracking competitors' movement in the market as a proactive measure so as to retain the existing client base
- Demonstrate a strong knowledge of external competitor activity and market trends to be able to effectively position our products through differentiated selling

### ***Location:***

Hyderabad, delhi, NCR, Pune, Chennai, Bangalore, Mumbai and Ahmedabad.

This is for work experience candidates and the CTC is negotiable.

### ***Contact:***

Interested candidates can forward their resume to [saikat.pal@byjus.com](mailto:saikat.pal@byjus.com)