



## Business Development Associate (BDA) - Job For Online MBA Counselling By TWOSS

TWOSS Learning is an EdTech sales aggregator offering a unique Business Development Associate (BDA) program that combines Job and **Online MBA** opportunity. This program aims to **Build The World's Largest Sales Organisation** while transforming lives through education.





# About TWOSS Learning

## Mission

Build the world's largest sales organisation

## Partnerships

Collaborate with leading Indian EdTech companies

## Approach

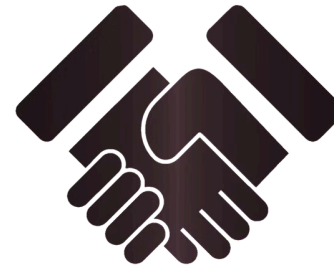
Transform lives through education with practical training, mentorship, and career growth opportunities

## Vision

Guide students and working professionals toward the right educational and career opportunities







## TWOSS's Visionary Path

1

### Beyond Traditional Sales

Make meaningful connections and help individuals find the right path for their academic and professional growth

2

### High-Growth Environment

Gain unparalleled experience in a high-growth, high-reward industry

3

### Continuous Development

Benefit from ongoing training, mentorship, and clear growth paths

4

### Dynamic Industry

Excel in one of the most dynamic and rapidly expanding industries



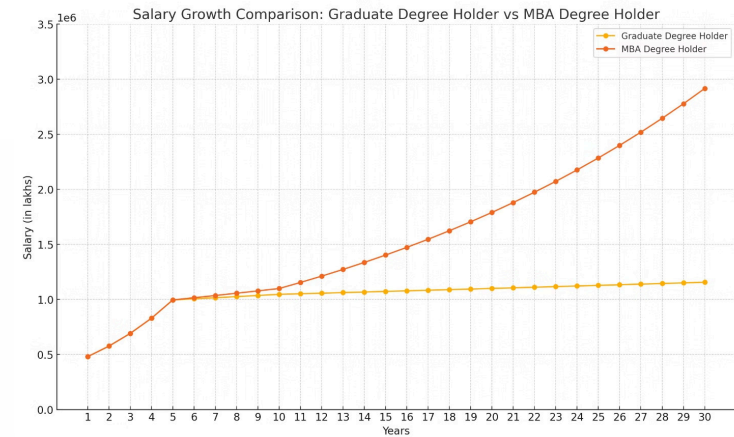
## TWOSS's Stellar Success

TWOSS achieved remarkable growth, in Feb 2024 starting with ₹30,000 monthly revenue to reached ₹5 Crores monthly revenue in just 8 month , aiming for ₹50 Crores monthly by August 2025.



# Salary Growth

Years	Graduate Degree Holder	MBA Degree Holder
First 5 Years	20% annual growth	20% annual growth
Years 6 to 10	1% annual growth	2% annual growth
Years 11+	0.5% annual growth	5% annual growth





**TWOS**

*Building The World's Largest Sales Organisation*

## Position Overview: Business Development Trainee (BDT)

1

### 30-Day OJT Program

Comprehensive training to develop skills in sales and business development

2

### Skill Development

Focus on communication, negotiation, and market research

3

### Practical Application

Engage in real-world projects under mentor guidance

4

### Full-Time Role

Successful completion leads to Business Development Associate (BDA) position







# TWOSS

*Building The World's Largest Sales Organisation*

## Eligibility Criteria

### 1 Education

UGC-approved (MBA) degree.

### 2 Programs Interest

Candidates should be interested in pursuing online programs through **TWOSS MBA**

### 3 Commitment

Applicants must demonstrate a strong commitment to the '**Job for Online MBA**' program and express interest in enrolling in UGC-approved colleges (**Colleges will be decide by TWOSS only**) (**Course Fee 700000 Without Discount**) or universities through TWOSS.

### 4 Documents

Candidates must provide the following documents:

PAN Card, Aadhaar Card, and 3-month bank statement.





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## Financing Requirements

### CIBIL Record

Good CIBIL record required if previously taken loans

### No CIBIL Record

Proof of income and source of income required, including 3 months of bank statements

### Financing Options

Financing can be arranged in the student's name or in the name of any eligible parent





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## Key Responsibilities

1

### Training Participation

Engage in 30-day OJT with classroom training and hands-on client interactions

2

### Skill Development

Focus on communication, negotiation, and market research skills

3

### Practical Application

Apply newly learned skills to real-world projects under mentor guidance

4

### Sales Target

Achieve 2 successful sales during OJT to qualify for BDA position

5

### Daily Tasks

Conduct profiling, telephonic interviews, and 2nd round interviews



## Financial Support and Loan Scheme

### 100% Loan Support

TWOSS Learning provides full loan support for MBA course fees through partnerships with lending partners

### Initial Costs Covered

Company covers admission registration charge and first EMI, deducted from OJT stipend

### Ongoing Payments

Remaining EMIs deducted from candidate's salary post-OJT



## Compensation and Incentives

Component	Amount	Condition
OJT Stipend	₹20,000	Successful completion of 30-day training and 2 Hirings
Hiring Incentive	₹5000	Per successful hire during OJT
Post-OJT CTC (Low)	₹8,00,000	₹5,00,000 Fixed + ₹3,00,000 Variable





## Performance-Based Rewards

1

### 2-5 Hirings

CTC of ₹8 LPA (₹5 LPA Fixed + ₹3 LPA Variable)

2

### 6+ Hirings

CTC of ₹9 LPA (₹6 LPA Fixed + ₹3 LPA Variable) and eligibility for BDM Interview

3

### BDM Qualification

CTC of ₹10 LPA (7₹ LPA Fixed + ₹3 LPA Variable), with responsibility to lead own team





## Career Progression

- 1** **Fast-Track to BDM**  
Complete 6 hirings during OJT for direct promotion to Business Development Manager with ₹10,00,000 CTC
- 2** **BDA Growth**  
Achieve 6 hirings for three consecutive months to be promoted to BDM
- 3** **Long-Term Leadership**  
Complete 2-year MBA course for eligibility to leadership position with ₹12 LPA CTC



## Work Environment and Schedule



### Flexible Hours

Monday to Friday, 11:00 AM to 8:00 PM.



### Week Off

5-day work in a week with weekends off,



### Tech Setup

Stable internet, reliable laptop, work phone, active camera/mic, and dedicated workspace required



### Dress Code

Business formal attire during interactions with students and client





## Why Join TWOSS Learning?

### Impact

Contribute to shaping the future of students' education and career paths

### Growth

Accelerate your career with structured pathways for promotion and success

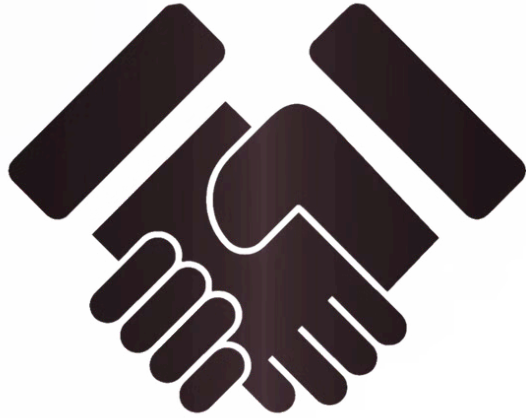
### Innovation

Be part of a company at the forefront of education technology

### Community

Join a supportive, collaborative team dedicated to mutual growth and success





## Repayment of Educational Support Allowance

If an employee leaves TWOSS after a short period and cancels their enrollment in a TWOSS-supported educational program, they must repay the entire educational support amount provided. This includes any funds TWOSS has contributed toward course fees or related expenses, which are typically deposited monthly as an "Educational Support Allowance" in the employee's payslip.

**For** example, if the Educational Support Allowance was ₹7,600 per month for 4 months, the total amount the employee must repay is ₹30,400. This repayment must be made within seven days of receiving the course cancellation notice to avoid potential legal action, as outlined in TWOSS's Educational Support and Compliance Policy.



# Application Process

Interested candidates can apply directly through [hr@twoss.in](mailto:hr@twoss.in) or [contact@twoss.in](mailto:contact@twoss.in) . Please ensure you acknowledge receipt of the updated Job Description for further registration in the MBA program.

**Confidentiality:** Maintaining confidentiality regarding client data and company information is crucial. Any breach will lead to termination and may result in legal action.

