



# BUILDING YOUR CAREER WITH MENTORIA

## IN BUSINESS DEVELOPMENT

Mentoria is transforming India and then the world by ensuring every human on the planet **LOVES** the work they do. We've built a career discovery platform that enables students and working professionals to discover themselves and their future worlds. We handhold users for 6-8 years in their journey of career discovery until they step into the **RIGHT** career.

### LET'S BUILD A COMPANY TOGETHER

**We're not looking for employees, but owners who can ensure that every user and counsellor LOVE the Mentoria experience. Build Mentoria into a nation transforming behemoth.**

- Your journey with Mentoria will start as a Business Development Associate. You will be speaking to students (class 8-12/college) and working professionals that register on our website and across digital spectrums.
- You will understand their problem statements, what career support they need and enable them to understand the Mentoria Solution.
- You will have weekly and monthly revenue targets that will need to be met for faster growth.
- Getting customer referrals and upselling more of Mentoria's services to existing clients will also be a part of your responsibilities.
- Through your sales process, you will be responsible to create a strong brand for Mentoria by communicating our mission and value proposition to various stakeholders.
- If you love selling, are resilient to rejections, are constantly experimenting with your communication and can align needs/wants of customers to products - this role is for you.

**Do you want to help millions of students and working professionals discover their true passion?**

### YOUR GROWTH AT MENTORIA

**We crunch 20 years of slow growth into 4 years of intense hard work and growth for people. Personally, professionally and financially. Performance based salary hikes (not tenure), ESOPS, L&D budgets, mentorship and utmost ownership.**

- As a Business Development Associate (BDA), you **start at a fixed compensation of INR 25,000/month + monthly incentives ranging from INR 6,000 to INR 40,000.**
- After 6 months of consistent performance as BDA, you get **promoted to Team Leader (Managing a team of 4-6 BDA)** along with the requisite training, guidance and support. Your compensation / incentives will accordingly get increased by 25-30% at least.
- After consistent performance as a Team Leader for **6 months**, we initiate a **Management Development Programme** to build the Managerial Skills and promote you to become a **Business Development Manager**.
- Based on your performance and ownership, you can also receive lateral growth opportunities - corporate sales/training/marketing/more.

### SOME VALUES WE LIVE BY



#### **Your ideas, opinions and experiments matter.**

The more we sow, guide, and help you learn, the faster we will grow together.



#### **Big swings and ambitions are crucial**

We believe we are building a unicorn+. Nothing big ever comes easy. Work hard. Enjoy the ride



#### **The First Principle**

All our decisions are guided by our mission of enabling every human to make informed and accurate decisions about their careers and education paths.

## YOUR FULL TIME JOB WILL BE TRANSFORMING LIVES



**Ishani Mitra**  
1 review

★★★★★ 2 months ago

My experience with Mentoria was thoroughly great. The counselling session was enlightening. I was informed about a variety of careers according to my interests, personality and reasoning. After the counselling session, I could access the knowledge gateway, that helped me understand the procedure and requirements of the career suitable for me. My communication with their team was smooth and swift that made the process quite easier for me.



**Sarthak Ariarra**  
Local Guide · 23 reviews · 8 photos

★★★★★ 4 months ago

My experience with Mentoria has been great so far. Kudos to the team for always checking with me with my progress. The counselling session was a wonderful experience. My counselor particularly made sure she understood me, my goals and aspirations, and she gave a detailed analysis. It was more of a fruitful discussion.



**Sneha Murali**  
Local Guide · 13 reviews · 212 photos

★★★★★ 2 months ago

Everyone from the team were absolutely helpful from the start to the end. It was a seamless experience and very insightful. The structure of the whole session was very organised and the counselling process was very indepth. My counselor was very Frank but also very friendly that helped me open up about my likes, dislikes and plans. I gained a lot of clarity on how to approach choosing a career. Even after the session is over, they extend a helping hand to clarify any doubts or questions one might have. It was a very helpful and I'd definitely recommend it to anyone who is at crossroads or need more clarity on how to proceed next on their career.



**Neeti K**  
1 review

★★★★★ 4 months ago

I got my child enrolled with them, as I was desperately seeking support to help my child choose his desired field. Not only did they provide a good counselling session for him but even the after support is very impressive. The entire team is youthful, ready to help and high spirited. I feel very fortunate to be a part.



## OUR TEAM AND THEIR EXPERIENCES IN BUILDING MENTORIA



We asked Mentorians why they love working here

CLICK HERE

5.0 ★★★★★ ✓

Current Employee, more than 1 year

**Transforming lives is my full time role.**

26 Jun 2021 - Sales Manager in Mumbai

✓ Recommend ○ CEO Approval ✓ Business Outlook

### Pros

- 1) best work culture
- 2) friendly work environment
- 3) it's a family
- 4) The agenda and vision of the company
- 5) The company has me.

5.0 ★★★★★ ✓

Current Employee, less than 1 year

**Exceptional Work Culture**

13 Jul 2021 - Business Development Executive

✓ Recommend ○ CEO Approval ✓ Business Outlook

### Pros

My experience in Mentoria has been better than I expected. I work with some of the truly talented co-workers from whom I have learned a lot. Mentoria has an amazing work culture as it always promotes learning and experimenting strategies to achieve your monthly goals over toxic result-oriented work culture. I love working at Mentoria because of its vision to help millions of people to be career-ready and this is something that motivates me to work harder towards this goal. Mentoria offers great opportunities for professional development.

5.0 ★★★★★ ✓

Current Employee, less than 1 year

**Ideal Company to work with**

29 Jun 2021 - Business Development Associate in Mira Road

✓ Recommend ○ CEO Approval ✓ Business Outlook

### Pros

The vibe that the company shares is extremely friendly.

When you're working in a startup company you aim to learn and grow and Mentoria offers you both.

The learning element in this organisation absolutely wonderful. You're always given the free hand to try and experiment different things.

Failures over here are appreciated and not looked down upon because that is the best way you can actually grow.

We also have weekly/monthly reviews wherein they ask us about our key learnings/difficulties or challenges that we've faced. They ask YOU about your opinion as well and implement it too if it makes sense. In that way you realise how much the company values you as an individual.

# Let's transform India and then the world together?

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