

# INTEGRO 4KF

## Business Development Associate (BDA) for 4KF INTEGRO PVT LTD

- ⦿ REFER INTEGRO'S 50+ BUSINESS MODULES AND **EARN UNLIMITED INCOME.**
- ⦿ **A LIFETIME OPPORTUNITY** TO GROW WITH INTEGRO, WORKING FROM HOME.
- ⦿ **IT'S AN OFFICIAL INVITATION AND AUTHORIZATION** TO DO REFERRAL SERVICES. OFFICIAL **BDA BATCH** WILL BE ISSUED BY THE COMPANY WITH **AN OFFER LETTER.**
- ⦿ LOG IN TO OUR WEBSITE [www.4kfintegro.com](http://www.4kfintegro.com) and **CHECK YOUR EARNINGS** AND GET PAID **EVERY MONTH.**
- ⦿ BECOME ELIGIBLE FOR THE **ANNUAL BDA AWARD** EVERY YEAR BASED ON YOUR PERFORMANCE



## Business Development Associate for 4KF INTEGRO PVT LTD

We are looking for energetic Business Development Associates (BDA) to help drive our sales and grow the business. You will attract new clients and build solid relationships with them while maintaining existing relationships. Other duties will include market research, developing business strategies and pitches, managing a variety of projects, and identifying new business opportunities. You will work with various departments and report to the Head of Business Development in each state capital in India.

The successful applicant will be resourceful, organized and motivated to increase sales, enhance the company's reputation, and look for new and creative ways to market our products. A background in sales or marketing is strongly desirable.

### Responsibilities:

- ✦ Willing to familiarize yourself with the company's vision and mission, seeking to accomplish set goals and objectives.
- ✦ Conducting market research and identifying potential clients.
- ✦ Cultivating strong relationships with new clients, while maintaining existing client relationships.
- ✦ Collating and maintaining client information in the CRM database.
- ✦ Working closely with staff across departments to implement growth strategies.
- ✦ Developing and implementing sales strategies, client service and retention plans, and analysing sales data to inform or update marketing strategies.
- ✦ Assist with drafting business plans, sales pitches, presentations, reference material, and other documents as required.
- ✦ Ability to manage multiple projects concurrently and meet deadlines.
- ✦ Identify new business opportunities and partners.
- ✦ Demonstrate strong interpersonal skills with the ability to engage effectively with various levels of management, staff, and clients.

## SCOPE OF BUSINESS WITH 4KF INTEGRO

4KF INTEGRO is venturing into Educational services in over 50 verticals, serving teachers, students and academic and skill-based institutions. Integro provides a techno platform for integrating various stakeholders, service providers, suppliers, consultants etc. To monitor the projects across all the states in India, Integro is appointing local Business Development Associates all over India. Every district will have three such BDAs. Hence a BDA is a vital position within the organization to steer its businesses and to expand its client base.

Under the current market scenario, particularly in the education industry, Integro is accelerating two business modules, namely Teachers Integro (The Teachers club of India ref. [www.teachersintegro.com](http://www.teachersintegro.com)) and Tutions Integro (Ref. [www.tutionsintegro.com](http://www.tutionsintegro.com) an affordable educational platform for all types of students in India). BDAs will have a major role to play and will be commissioned as a BDA with an appointment letter and an ID card. BDAs will be authorized to promote our products and projects in their area of jurisdiction and will be paid a generous benefit package as deemed fit by the management.

## LIST OF BUSINESS VERTICALS AND YOUR POTENTIAL EARNINGS

S. No	BUSINESS VERTICAL	SERVICE TYPE	% OF COMISSION OF INVOICE VALUE
1	Basic fee	Using phone and internet for market promotion	Rs.1500/month
2	TEACHERS INTEGRO	<p>1. Recruitment of teachers to join the teachers club.</p> <p>2. Program coordination</p>	<p>10% for new joiners 6% for renewals</p> <p>Rs.2000 per program</p>
3	Staff recruitment	<p>1. Integro will approach the BDAs to identify the best teachers in their locality who can render various teaching-based services to Integro. E.g. Content writing, assessment of students, producing video classes etc.</p> <p>2. Integro Tutorial centres will be launched in all towns and cities in India. Highly skilled and dedicated staff will be recruited to run the centre. (up to 25 staff per centre)</p>	<p>Rs.2000/ recruitment</p> <p>Rs.2000/ recruitment</p>
4	Investors and Investment	<p>1. Integro will roll out investment opportunities from time to time. BDAs will be provided with the required marketing tools. Any investor sign ups will bring suitable benefits to the BDA</p> <p>2. Integro will look for promoters for a Tuitions Integro Centre in each town at a cost of Rs.15-25 lakhs. Separate agreements will be made with such promoters. BDA's will be asked to identify such promoters or investors and identity suitable location for establishing the tuition centre</p>	<p>2.5% of amount invested</p> <p>5% of the investment</p>
5	Tuitions Integro (centre-based)	<p><b>Centre management.</b> BDAs can help managing a tutorial centre in their area. Integro will appoint principals to run the day to day activities. But BDAs can help in the overall coordination with Integro's administration.</p> <p><b>Student admissions</b> to Tuitions Integro: BDAs can promote the tutorial and recruit groups of students to join a tuition scheme</p>	<p>Rs.5000 per month/centre</p> <p>Rs.500 per admission</p>

6	Tutions Integro Home	<p>Integro will franchise its tutorial platform to individual teachers to start local or home-based tuition centres. BDAs can promote this business model and get prominent teachers to start such tuition centres. A separate franchisee agreement will be signed with the second party.</p> <p>Tutor's compliance certificate every year</p> <p>Local marketing solutions</p>	<p>Recruitment fee Rs.5000 per recruit one-time fee</p> <p>Rs.5000 / tutor / year</p> <p>Rs.20000 per year (paid in June and December)</p>
7	Referral services	<p>BDAs can refer the following services to Integro's marketing team. Successful leads and business realization will be suitably compensated.</p> <ol style="list-style-type: none"> <li>1. Teacher training programs by Integro to institutions</li> <li>2. Institution sign-ups and job posting on <a href="http://www.teachersintegro.com">www.teachersintegro.com</a></li> <li>3. Procurement services (uniforms, suits, bags, printing (customized notebooks, diaries and lab manuals), sports goods and trophies, sports kits, sportswear (t-shirts, tracks, jackets)</li> <li>4. Infrastructure services <ol style="list-style-type: none"> <li>1. Campus management software</li> <li>2. Maths lab</li> <li>3. English lab</li> <li>4. Smart boards with software</li> <li>5. School furniture</li> <li>6. Management consulting (marketing and branding solutions, change of management, essential staff recruitment, affiliation services, foreign university tie-ups etc)</li> </ol> </li> </ol>	<p>2% of invoice Rs.250 per institution</p> <p>2.5% of invoice</p> <p>2% of invoice</p>

## Scale of business and earning potential for BDAs

It's unlimited income for the BDAs. It all depends on their human approach, marketing skills and dedicated application.

### **How are you going to be paid?**

All BDAs in India (approximately 3000) will be assigned a customer ID and password on our platform [www.4kfintegro.com](http://www.4kfintegro.com). Your performance will be monitored and updated daily by the Head of Business Development in each state and the accounts team at Integro. It will be a technology enabled platform and hence data can be obtained 24/7. All your earning will automatically show up in your dashboard and you will be paid every month as per the company's payment policy laid out by the Human Resources Department.

Please refer to the service agreement for BDAs on our website [www.4kfintegro.com](http://www.4kfintegro.com).

### **How to become a BDA for Integro?**

Integro's marketing team will identify highly skilled and energetic business development associates in each state. You will be interviewed and your background will be checked. Based on satisfactory results obtained from different quarters, the marketing head will propose your candidature to the company and you will be issued an appointment order and a BDA batch. On signing an NDA (Non-Disclosure Agreement), you will be given access to our portal with a customer ID and password. Soon after, you can start working for 4KF INTEGRO PVT LTD.

### **Attending BDA training programs**

The Training Head for Integro will launch skill development programs for the BDAs in each state. Attendance is compulsory. It could be a centre-based training wherein Integro will provide you with food and accommodation or it could be a webinar-based training. A training certificate will be issued as well.

### **BDA Awards**

There will be an annual convention for the BDAs in each state and the best performer will be awarded with the Best BDA of the Year Award which will be a substantial cash award or any other benefit offered by Integro.

### **Other Duties**

**BDAs** will be the first point of contact for teachers, parents and the local institutions. BDAs should be available to ensure customer satisfaction. The BDAs will also coordinate in motivating teachers to participate in online and offline programs. They will help identify the problems of teachers in their area and recommend any assistance needed. BDAs will also recommend free counselling and career guidance to teachers and students and ensure that teachers Integro members do not run into serious social or economic issues damaging their families. Integro will bring up several welfare products (ref.[www.teachersintegro.com](http://www.teachersintegro.com)) for the teachers and the BDAs will identify eligible teachers and advise and counsel them to stay in touch with Integro.



## Lifetime Opportunity to Grow With

Payments in favor of: 4kf Integro Pvt Ltd  
A/c No: 50200050467720, IFSC: HDFC0001045  
HDFC BANK, MAHADEVAPURA BRANCH  
SITE NO.P-4, KSSIDC INDUSTRIAL AREA  
BENGALURU 560048, KARNATAKA

**4KF INTEGRO PVT LTD**

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Visit us at: [www.4kfintegro.com](http://www.4kfintegro.com), Register at [www.teachersintegro.com](http://www.teachersintegro.com)  
**9880598111, 7483064104**