**Ques 1-** **Tell me about yourself**.

**Sol.**  *My name is Anurag Srivastava. I am from Gorakhpur Uttar Pradesh, I am currently pursuing my graduation from Punjab.*

*I am a kind of person who likes to travel a lot, I love to explore new things meet new people and learn from them as it improves my overall personality.*

**Ques 2-** **Why sales after B.Tech ?**

**Sol.**  *Some of my friends were working in sales, but they left the job. When I asked them what is the reason you left the job. They told me some of the reasons that are-:*

* *Challenging Job*
* *Travel A lot*
* *Learn new things daily*

*So, I decided to choose sales, as your growth is rapid compared to any other profile.*

**Ques 3-** **What is your opinion on videos over books?**

**Sol.**  *In my opinion videos are better that books, because-:*

* *Videos are much time efficient than the books.*
* *You can get more information in same time span from videos than books.*
* *Human brain likes visualization for the same reason videos are much better to understand the concepts as compared to books.*
* *Talking about any complex concepts videos are much better to understand that by using visualization than reading the paragraphs of text.*

**Ques 4-** **How will you sell our app?**

**Sol.**  As you know videos are more convenient way to study or understand any topic or concept as compared to books.

*Video will give you a proper understanding of any unknown topic in a short time span. So, in our app we use 3D Animations to visualize the topics through real life examples.*

**Ques 1-** **What are you doing nowadays?**

**Sol.** Due to corona outbreak I was not able to go anywhere but have started learning new skills, as it helped to boost my confidence.

I like public speaking, so started my YouTube channel and started talking to the camera as it improved my communication skills a lot.

**Ques 2-** **Why you choose sales?**

**Sol.**  *Some of my friends were working in sales, but they left the job. When I asked them what is the reason you left the job. They told me some of the reasons that are-:*

* *Challenging Job*
* *Travel A lot*
* *Learn new things daily*

*So, I decided to choose sales, as your growth is rapid compared to any other profile.*

**Ques 3- There is an opening in technical profile, are you willing to give the interview?**

**Sol.**  *I aspire to grow in the sales field, and have applied for the BDA profile in this company. So, I will stick to my choice and looking forward to work as a BDA in your company.*

**Ques 4- You are working as a BDA in BYJU’S, you have to make a call and fix a demo with the parent this weekend.**

**Sol.**  Good morning mam, We are Calling from BYJU’S as your child has downloaded the app and we have seen he has watched many videos in the app. I think he is finding it very interesting.

*Mam, can I fix a free demo of the app to get much better insight of the features of the app, it is totally free.*

**Ques 5- WhatsApp has made its platform paid, it is charging 500 Per month, call your customer and convince to pay, be creative in features (Answer in Hindi).**

**Sol.**  Good morning mam, we are calling from WhatsApp as you have been using WhatsApp for free from years, but due to corona outbreak we need some support.

We are making our services paid with many new features of payment option and live video chat on WhatsApp with only 500 Per Month.

**Ques 1- How much are you interested in sales?**

**Sol.**  *I aspire to grow in the sales field, and have applied for the BDA profile in this company. Sales is all about convincing someone and it gives me a satisfaction, looking forward to work as a BDA in your company.*

**Ques 3- What if you are rejected from this interview, tell me your Plan B.**

**Sol.**  *As if I don’t get a chance in this company, I will not stop to try again. There is a 90 days application time we can apply again. Till then I will give interviews of other companies on the same profile to learn more and more. And when the 90 days are over I will just give the interview again.*

**Ques 4- What is your priority Sales or BYJU’S?**

**Sol.**  *My only priority is sales as if I get hired in this firm and do the work with dedication because sales is a profile where you need to convince people and I am good at it. So, if I do good in sales company will grow automatically and my growth will contribute fully to the company.*

**Ques 5- My wife and I both are working, and we together teach our child and she is doing good she is in 5th standard and has scored 95% marks. She is studying in DPS, Barakhamba road. (You are sitting in front of them). (Answer in Hindi)**

**Sol.**  *As you both are working, you won’t get a proper time to teach your child and she is in 5th and quite brilliant at studies. This is the time where you need a good Education for your child. There is big difference between school and BYJU’S learning app. We focus on conceptual learning, and make your child more productive and make her a active learner.*