



ufaber

# BeingPro

# BUSINESS DEVELOPMENT PRO



180+ Mentors



5000+ Students



Pioneer of  
online teaching  
and training

**Launch Your Career with  
India's best sales program**

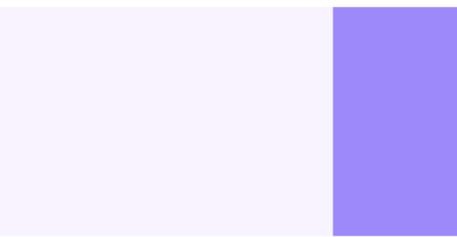
# BD Pro Program Offering

## What do you get?

A combination of Video lectures and Personal Master Trainer to make You a Master in sales”



Master the skills of Sales & Marketing and build a successful sales career. BD Pro gives you the opportunity to hone your soft skills and aptitude, and develop world-class sales skills. You could be acquainted with the subject or a novice; the course structure is customized according to your expertise level.



Personal Mentorship and access to premium dynamic and static study material



A personal Master trainer to train you throughout the course and study material to keep your knowledge up-to-date and revise concepts.

## How do you get it?

### High Quality Video lectures

The full subject is covered in the form of video lectures, making it easy for you to understand and learn the concepts.

### Practice questions

To strengthen the learning from the video lectures. To give you an exposure to the questions that are asked from the topics learned.

### Master Training sessions

Personal sessions with a master trainer to ensure you are not only learning the subject but also getting trained to become an excellent Business Development executive.

### Live Classes

The course also includes live classes taken by the top-rated faculties to give you the real feel of Sales and Customer interaction.

### Mock Sales Session

Sales is best learned when you actually sell a product a customer, mocks give you the real experience of an actual Sales Process

### Internship and Live training

To take you a step ahead we provide an Internship opportunity where you directly interact with actual customers and make sales with the Product and Sales knowledge acquired during the learning phase.

### BD pro Offering in numbers

- 80 + hours of personal mentorship
- Weekly study plans
- Practice questions
- 20+ mock Sales Pitch Seasons
- 100 + hours of video content

# BD Pro Program Offering

## What do you get?

### Phase 1:

**Knowledge Training** | 8 - 10 weeks |  
**Mock Sessions** | 150+ engagement hours



1. Live training on Business Communication, General Aptitude, Resume Building, and Sales & Marketing under a personal mentor
2. Authentic simulation of an interview
3. Extensive routine of daily live classes and project work
4. In-class activities with mentor and peers
5. Sign off test for every subdomain

### Phase 2:

**Practical Training** | 8 weeks



1. Start interacting with Actual Ufaber Customers
2. A personal Business Manager is assigned for this phase with 24X7 Access
3. Feedback and personal training in areas of improvement

### Phase 3:

**On-Job Training** | 4 weeks



1. After successful completion of the internship, the Business Manager sets target goals
2. A customized career, skill, and earning growth plan is prepared
3. Additional training on new products at Ufaber Edutech
4. In the long run become Senior Business Development Manager

# Course Content and Samples

## 4 Pillars of your BD Pro course



**1** Subject content



**2** Live training sessions and classes



**3** Mock sessions



**4** Paid Internship program

## Master Trainer's role

A Master Trainer can be the **game changer** in your career growth.

A **catalyst, a mentor and a guide**, who has himself/ herself been through the journey and achieved success in the field!

Can a **Guru** be replaced by anything?

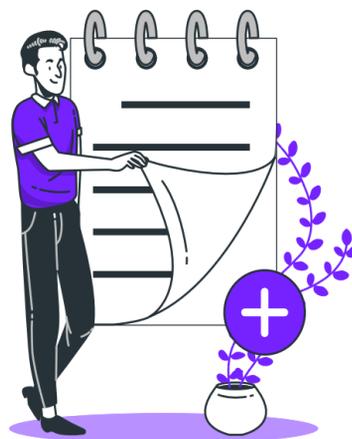
## Master Trainer plans the course for you

### 1. Weekly and daily planning of tasks

a. Weekly time table of classes

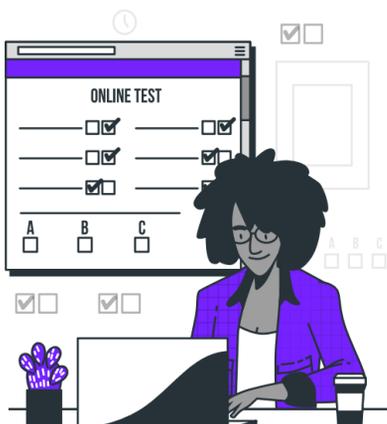


b. Assigns exact videos, notes and questions



### 2. Progress tracking and Sign off

a. Mocks after learning a new task



b. Weekly report card to track your progress



# Course in details

The course is especially designed keeping in mind the gravity of sales and business development in any business around the world and the growing need for Business Development Experts in every industry.

The course curriculum covers the following-



1

## Mastering Business Communication and General Aptitude

2

### Basic Sales Skills

- Prospecting (Understanding the Customer)
- Creating and Evolving Sales Pitch
- Presentation Skills
- Handling Objections
- Closing and Follow-ups



3

### Advanced Sales Skills

- High Performance Sales
- Personal Brand Building
- Sales Management
- Team Selling
- Organisational Setup and Growth



4

### Practical learning by Mock sessions and Paid Internship



# Why should you enroll for this course?

- At the end of the course you will become a “Certified Business Developer” which will give you an edge in the competitive workspace.
- Compared to any other “Business Development Executive” you will not only have knowledge of concepts but also have developed the skills to practically implement the high impact sales strategies
- This will open a vast opportunity for you to work from Home/ Remotely or Work From Office as Business development is a basic necessity for every business across the globe.
- Last but not least you will have an opportunity to start earning after 2 months of joining the course by our Paid Internship followed by Placement Offer on clearing Final Assessment.

## BDPro Support System

They say it takes a village to raise a child. Meet the people who will work on your selection

1

### Student Manager

- Assigned to you from day 1 for all your technical, mentorship, content and extra needs.
- Your ambassador to BDPro. They don't rest until you are happy.

2

### Personal Master trainer

- The Bodhisattva of your career journey.

3

### Training head

- If going gets tough they step in for counselling and motivation. If you do too well, they put a microscope on you and start perfecting you.

4

### Head of the Department

- Knowledge powerhouses have solutions to all your doubts and special requirements.

## Few Success Stories

“Our students have received offers b/w 3 to 8 LPA before course completion”

### Hitesh Yadav

-  Location- Uttar Pradesh,
-  Education B.com.,
-  Business Development Manager

I was from batch 19, even in pandemic I got a successful placement by BDPro. I was skeptical before joining but when I saw the course structure and the paid internship opportunity I took a leap of faith. I joined as a Business Development Executive, currently I have been promoted to Business Development Manager for UPSC Pathshala brand.

### Abhishek Thakur

-  Location- Bihar,
-  Education- BBA.,
-  Senior Business Development Executive

I was still in college and wanted to fund my education. I got to know about the BDPro course from a senior of mine in college. I straight away joined the program after realising that he got the highest package even after having an off campus placement due to his diploma in Business Development. Since I was still pursuing my BBA I was more interested in an internship opportunity but as soon as I graduated I contacted my mentors during the BDPro program. I was given a full time work opportunity in FluentLife without any hassle because of my performance during the internship.

### Mohnish Sawant

-  Location- Mumbai,
-  Education- BCA.,
-  Business Development Executive

I was very tense looking at the placement of my seniors, so wanted to assure that I have a job offer in hand before graduation. I joined this course after scrutinizing each and every aspect for 5 days, as I was spending my own money on the course. I recovered the course fee during my internship and the received placement offer letter within 5 working days. The feeling of becoming independent just after completing my graduation was very satisfying. Also, I think and believe the problem in the Job market is not because of lack of Job opportunities but the skill gap. The education in colleges is not able to make us capable in the current job market.

# Meet us



hello@ufaber.com



FF A-006, Art Guild House Phoenix Market City, Kurla, Mumbai

