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https://valedadoctor.com | **https://valeda.in**

FREQUENTLY ASKED QUESTIONS

Business Development Manager Opportunity (BDM_BL) — Valeda Herbal Pvt Ltd

Date: 02.11.2026

The Business Development Manager (BDM) opportunity at Valeda is built for highly self-motivated, ambitious individuals who want to build a serious, high-earning career in ethical wellness sales. Valeda provides the platform, training, product credibility of a 40-year-old brand, and a clear, transparent path from a performance-linked engagement to regular employment. This role rewards initiative, consistency, and results — the more effort and results you bring, the higher your earning potential.

This document should be read together with **Annexure-A (Performance Benchmarks & Payout Structure)**, which forms part of your offer letter and is the governing reference for all figures mentioned below. Wherever the two differ, Annexure-A prevails.

A. About Valeda & the Opportunity

Q1. Tell me about the company?

https://valedadoctor.com/en/bdm/company

Q2. What is the product?

- A Product Plan of 100+ products, detailed at https://valeda.in
- A Procedure Plan — Medical/Cosmetology Procedures, Constitutional Medicines with Prescriptions & Services for Skin & Hair — detailed at https://valedadoctor.com

Together, the Product and Procedure Plan make up the Valeda Wellness Plan.

Q3. Product ya services kis platform par promote karni hoti hai?

Mainly to Beauty Parlours and Homoeopaths/Nature Care Doctors. You can also approach direct consumers. Typical target customers include:

- Dermatologists — for alternative-system opportunities, particularly in autoimmune disorders where Allopathy has limitations
- Homoeopaths — who can pass on Valeda's 40 years of expertise and experience to their patients
- Ayurvedic physicians — for autoimmune-disorder opportunities where their system has limitations
- Aestheticians/Cosmetologists/Beauty Parlour Technicians — where clients trust them but they face limitations in diagnosis, therapy, or success rate
- Pharmacists/general store sales staff — who want to offer their customers reliable, good-quality products
- Valeda Wellness Consultants for Direct Marketing — working toward Valeda's mission of a World of Holistic Wellness

Q4. Why do healthcare professionals/cosmetologists recommend or purchase Valeda products/professional services?

- Their own need to address their clients'/patients' problems
- Confidence in established, good-quality products for their clients/patients
- Need for expert guidance to supplement their existing knowledge for early diagnosis and management of skin and hair conditions
- Association with the Valeda Herbal brand for continued knowledge upgradation
- Their own business interest in good, ethical revenue

Q5. What samples, POP material, and promotional aids do BDMs get to promote the Valeda Wellness Concept?

BDMs receive a Training Manual, Visiting Cards, Detailing Folder, Product Leaflets, POP material, and product samples worth up to ₹10,000 at MRP for every 50 clients/buyers/prospects added to their network (verified as per Annexure-A, Section 1). The sample policy is available here: https://valedadoctor.com/en/bdm/sample-policy

Q6. Kya direct consumer ko bhi services ya product recommend kar sakte hain?

Ji haan, kar sakte hain. In conditions mein aapke retail platform ke madhyam se promotion hota hai.

Q7. Product ki price range kya hai?

Moderate hai. Price List ke liye follow karein: Product Pricelist | Treatment cost: valedadoctor.com par listed saari 27 problems mein har category ke neeche Q&A mein cost dikhayi gayi hai.

Aap https://valeda.in aur https://valedadoctor.com bhi follow kar sakte hain.

B. Targets, Earnings & Performance

Q8. Salary/Payouts/Earnings — how does the earning structure work?

Earning potential is high, and this is a genuinely rare opportunity with a 40-year-old Delhi-based company. Training continues until you achieve your Target Agreed. Two benchmarks apply through the engagement:

Benchmark (Month 1)	New Visits	Total Visits	Revenue (₹)
Target Agreed	125	300	**4,50,000**
Minimum Benchmark	50	100	**60,000**

- Target Agreed — the standard revenue and visit benchmark for the role.
- Minimum Benchmark — the entry-level threshold at which a first payout of ₹60,000 becomes achievable, rising progressively over 10 months.
- Consolation Payout (Months 1–3 only) — if your revenue in a month is Nil or below ₹10,000, you may additionally qualify for ₹200 per verified new customer (up to 50 customers), with your total payout for that month capped at ₹10,000.
- TDS @2% (or the rate applicable under the Income Tax Act on the date of disbursement) is deducted from every payout.

On achieving your Target Agreed, you become eligible for regular employment at ₹60,000/month plus expenses, PF, and ESI. Many achievers choose to continue on commission instead, given the strong upside potential. **See Annexure-A for the complete 10-month schedule and worked examples.**

Q9. What are the terms and conditions governing Training-period payouts?

The complete, binding terms are set out in Annexure-A (which forms part of your offer letter). Key highlights:

- Payouts are consolidated figures inclusive of commission and operating expenses — no separate reimbursement is made for travel, food, stationery, or similar expenses
- The BDM designation is honorary during this phase and creates no employment rights until the Target Agreed is achieved along with the verified visit benchmark
- Both the revenue criterion and the verified-visit criterion must be met simultaneously for a payout to be generated in any given month
- Revenue is counted only on the amount credited to the VHPL bank account, net of applicable GST (currently 18% on cosmetics)
- All visits and all Consolation Payout claims must go through the Verification Protocol at Annexure-A, Term (m) — HO telephonic confirmation plus the required photographs

Please refer to Annexure-A for the full text of every term.

Q10. Is it a regular job or purely commission-based?

During the engagement, selling Skin & Hair Care products to Beauty Parlours/Homoeopaths is on a commission basis, which can be very attractive. Once you achieve your Target Agreed, you become eligible for regular employment. Many achievers, seeking higher earnings, choose to continue on a commission basis instead — the growth potential is significant either way.

Q11. Growth potential kya hai?

Valeda assigns one BDM per 500 clients/prospects. 10 BDMs report to one ASM, and 6 ASMs report to one RSM. Achievers with leadership qualities who master the Valeda Wellness Concept are strong candidates for early promotion to ASM and above.

Q12. Kya starting mein kuch fix milega?

Starting mein, aapko har 50 Valeda-verified prospects ke liye ₹10,000 tak ke (MRP par) Samples, Training, POP, Visiting Cards, Detailing Folder, aur ₹1,00,000 tak ki udhaar limit di jaati hai. Agar 50 verified prospects Valeda portal par upload kar diye jaayein aur unki sales revenue abhi pending ho, to Valeda approval ke saath a Consolation Payout applicable ho sakta hai — dekhein Annexure-A, Section 3 for exact terms.

Yeh role fixed-salary structure par nahi, balki performance aur genuine field effort par based hai. Valeda expects roughly 12 calls/visits per day, jisse ek crisis mahine mein bhi (2 visits/day) around 50 visits/month ban jaate hain — jo ki verified visit benchmark ke liye zaroori hai. Yeh role un individuals ke liye best suited hai jo outcome-based, high-earning kaam prefer karte hain. Agar aap fixed, structured pay prefer karte hain, to Valeda ke andar ya bahar koi aur role zyada suitable ho sakta hai.

Q13. Conveyance, TA, DA, moving expenses?

Regular appointment ke baad TA, DA, aur other benefits milte hain. During the engagement period, the consolidated payout (per Annexure-A) already factors in these operating expenses.

Q14. Is it target-based work?

Yes, it is.

Q15. If the target is not achieved, what will I get?

If the Target Agreed is not met, the Minimum Benchmark applies, which secures a first-month payout of ₹60,000 provided the visit benchmark is also met. If, in the first three months only, your revenue in a month is Nil or below ₹10,000, you may additionally qualify for the Consolation Payout described in Annexure-A, Section 3 (₹200 per verified new customer, capped so your total payout does not exceed ₹10,000 for that month). Payouts are on a pro-rata basis per the terms in Annexure-A. Your seniors and Valeda Doctors will support you in converting prospects into sales throughout this period.

Q16. Agar hum target achieve kar lein to company hamein kitni salary degi?

Target achieve karne par aap regular employment ke liye eligible ho jaate hain — ₹60,000/month plus travel and daily expenses, plus regular employment benefits like ESI and PF. Aapke paas Brand Loyalty Program mein entrepreneur ke roop mein continue karne ka option bhi rehta hai.

Q17. BDM candidate se Valeda Herbal Pvt Ltd ki kya expectation hai?

A highly ambitious individual with a positive attitude, who is motivated to build very high earnings in a short duration, and who wants to establish themselves in the wellness and beauty industry by promoting skin and hair products and treatment services from a 40-year-old house of skin doctors.

C. Work Setup & Training

Q18. Location?

We prefer to offer a work location of your choice, subject to availability.

Q19. Is it field work or office work?

This is essentially field work.

Q20. What training is provided?

An extensive training manual and support material — PPTs, videos, and other tools — are provided. Depending on availability, a senior team member may also provide field training.

Q21. Is graduation necessary?

Preferred, but not mandatory.

D. Ordering, Credit & Operations

Q22. Products kaise mangwaye jaayenge? Order place kaise karna hai aur payment kaise leni hai?

Product requirement WhatsApp, email, ya website ke through diya ja sakta hai. Delivery, company ke Delhi warehouse se seedha consumer ke paas courier ke madhyam se hoti hai, aur har step ki jaankari di jaati hai. Payment company ke bank account mein seedha karni hai. Agar aapki working territory mein existing distributor hai, to delivery wahan se bhi ho sakti hai.

Q23. Kya udhaar bhi diya jaata hai?

Ji haan. Udhaar ki limit maximum 20 parties ko, per party ₹5,000 tak hai. Kisi ek samay par total ₹1,00,000 tak ka udhaar aapki recommendation par company deti hai — see Annexure-A, Terms (j) & (k) for the full conditions, including the 21-day PDC requirement.

E. Company Information

Q24. Aapki company ke branches kahan-kahan hain?

Samast operations New Delhi se hi conduct hote hain.

Q25. Headquarter kahan hai?

New Delhi.

Q26. Kya yeh multi-level marketing company hai?

Nahi. Yeh doctors ke dwara promote ki hui medical services aur herbal products manufacture karne wali aur pradan karne wali company hai. Multi-level/network marketing ke tareekon ke faayde aapko promotion ke liye diye jaate hain, lekin yeh MLM structure nahi hai.

Q27. Kya aap company se baat kar rahe hain ya consultancy se?

Hum company ke corporate office se baat kar rahe hain.

F. Getting Started

Q28. Kya hamein koi registration fee ya kuch pay karna hoga?

Nahi. Balki, aapki acceptance aane par company aapko training, samples, aadi pradan karti hai, saath hi ₹1,00,000 tak ki udhaar limit bhi deti hai. Har 50 verified prospect visits par aapko ₹10,000 tak (MRP par) ke product aur POP material bhi diya jaata hai.

Q29. Agar mere paas khud ki team ho to kya koi additional opportunity hai?

Bilkul — agar aapke paas apni team hai, to aap seedhe ASM designation ke liye qualify kar sakte hain.

Q30. Kya hum chemist shop aur retail shop par sale kar sakte hain, ya distributor bana sakte hain?

Aap chemist ya retail par apna samaan sale kar sakte hain. Lekin is channel mein distributor nahi banaya jaata — Valeda ka Dealer Distributor Network (DDN) alag se chalta hai.

Q31. Kya retailers ke liye bhi koi scheme hai?

Retailer, beauty parlour, aur homoeopath ek hi sales platform — 'Retail Platform' — par consider hote hain, aur inke liye schemes available hain:

- No-Time-Bound Reward Scheme (Permanent)
- Time-Bound Reward
- Purchase Quantity Product Scheme (Temporary)
- Other Schemes

Q32. Apna CV kis email ID par bhejna hai?

hr@valedalife.com

Important Links

- Product Details — https://valeda.in
- Skin, Hair & Body Care — https://valedadoctor.com
- Brand Loyalty Recognition Plan (Join) — https://valedalife.in
- Brand Loyalty Recognition Plan (Details) — https://valedadoctor.com/en/bdm/loyalty-plan
- BDM Information Pack (all documents) — https://valedadoctor.com/en/bdm
- Valeda TV Programs Playlist — youtube.com/@Electrolysisblendvaleda
- For any skin or hair concern, search '[problem name] Valeda' on YouTube — e.g. 'Acne Valeda', 'Hairfall Valeda', 'Blemishes Valeda'
- Company Introduction — https://valedadoctor.com/en/bdm/company
- Wellness Product & Procedure Plan — https://valedadoctor.com/en/bdm/plan
- Sample, POP & Scheme Policy — https://valedadoctor.com/en/bdm/sample-policy

Happy Selling!

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