

Study Now, Pay Later: The Skillians Innovative Approach to Education



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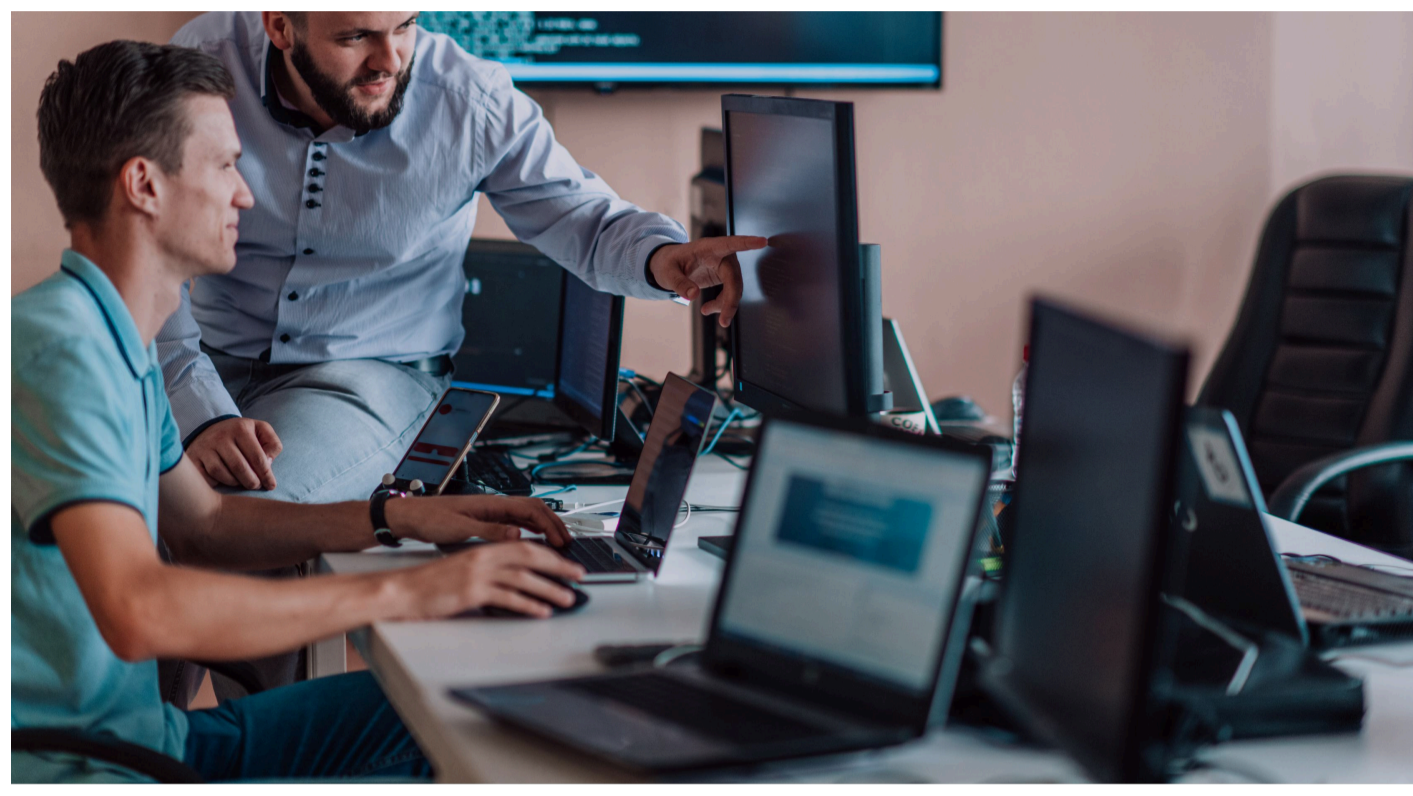
21



Decline in Student Loans and the Rising Cost of Education

In recent years, student loans disbursed by banks have seen a noticeable decline, particularly through much of 2018 and 2019. While one reason for this decline is the increasing non-performing assets in this category, another significant factor is the rising cost of education. Many students are finding it difficult to repay their loans due to the low salaries they receive after completing their courses. As a result, they are increasingly hesitant to opt for upfront loans.

The Skillians: A New Solution for Aspiring Programmers



The Skillians offers a fresh and innovative solution for aspiring programmers, combining personalized learning paths, practical coding exercises, and real-world projects to build skills and confidence.

Recognizing the challenges faced by students, The Skillians, an ed-tech startup, has introduced a unique solution. Unlike traditional educational models, The Skillians focuses on ensuring that students secure a job before they start paying for their courses. This "study now, pay later" or "Pay After Placement" approach has been a game-changer for many aspiring programmers.

Addressing the Skills Gap in Tech

In an exclusive interview, Chaitanya Sharma, Founder and CEO of The Skillians, shared insights into the platform's origins and future plans. Chaitanya noticed a troubling trend: despite obtaining coding degrees from various institutions, many students were failing tech interviews at top tech firms. "I was perplexed after seeing these College and coding institutes that made students learn code could not even give them one single job despite charging Lakhs. I mean how is this even possible? One has to understand if you are learning right, getting placed is a cakewalk," said Chaitanya.

This observation, coupled with the challenges faced by Indian students learning through online recorded courses—such as language barriers, uninteractive classes, and unintelligible accents—drove Chaitanya to start The Skillians. He recognized the need for a dedicated programming learning platform that catered specifically to Indian students. "There was no one to solve their doubts, no one to hold their hands and teach the basics. Students' plight made us realize the importance of an Indian online programming course," added Chaitanya.



Bridging the tech skills gap by equipping learners with in-demand expertise through hands-on training and real-world projects. Chaitanya Sharma / CEO

Transition to Online Learning

The Skillians was initially launched as an offline platform in 2021. However, understanding the effectiveness of online learning and the ability to reach more students without the limitations of physical infrastructure, the platform went online the following year. Since then, The Skillians has seen a steady rise in student participation.

The platform offers a wide range of programming classes, from foundational languages like C++ and Java to advanced topics such as Python, Artificial Intelligence (AI), Machine Learning, Data Science, and Full Stack Development. According to Chaitanya, The Skillians' success lies in its unwavering focus on programming. "From the beginning, we knew what we were good at, so we put our heart and soul into this area to enhance users' learning experience," he said.

Real-Time Assistance and Innovative Learning Models

In addition to its comprehensive curriculum, The Skillians provides real-time assistance to students facing difficulties. The platform uses Judge 0, an auto-evaluate platform that allows students to see their results immediately and clarify any doubts simultaneously. Chaitanya noted that around 1,000 doubts are solved every day, highlighting the platform's commitment to student support.

The Skillians currently offers two "study now, pay later" learning programs: the Data Science and Machine Learning Bootcamp and the Full Stack Web Development Bootcamp. The unique aspect of these bootcamps is that students only pay after securing a job with a salary above INR 8 lakhs per annum. That means a guarantee of 8 LPA in IT Sector or you don't pay a single penny. However, students must first pass an interview to enroll in the Pay After Placement Bootcamp by paying a minimal upfront amount. "We see the attitude among students who apply to Career Camp. We know that with the right attitude, a student can prosper early on," said Chaitanya.

Strategic Partnerships and Career Opportunities

The Skillians has also formed strategic partnerships to enhance its students' career prospects. One notable collaboration is with 900+ Tech companies, the exclusive talent acquisition partner for Fortune 500 companies in India. This partnership aims to create employment opportunities for aspiring engineers and tech professionals. The Skillians is also partnered with over 300 tech Start-ups for exclusive hiring processes.

All successful and qualified graduates from The Skillians have the opportunity to apply for exclusive roles on respective tie up companies. The platform's proprietary AI-based algorithms match candidates' profiles to job requirements, ensuring the best fit for each role.

The Journey and Future Prospects

As businesses worldwide grapple with the challenges posed by the COVID-19 pandemic, Chaitanya considers himself fortunate due to a few life-changing decisions he made earlier. The decision to go entirely online and shut down offline classes last year proved to be fruitful during the pandemic. Additionally, The Skillians secured INR 5 crore in pre-seed private funding in February, just before the pandemic gripped the world. "The fact that we closed our funding just before the pandemic has been beneficial for us," mentioned Chaitanya.

Over the past three years, The Skillians has successfully facilitated over 1,500 job placements, making it one of the most successful ed-tech startups in online tech education. Chaitanya proudly noted that nearly 150 of these candidates have been placed in MAANG (Meta, Apple, Amazon, Netflix, Google) companies.

Conclusion

The Skillians' innovative "study now, pay later" model, coupled with its focus on real-time assistance, strategic partnerships, and comprehensive programming education, has positioned it as a leader in the ed-tech space. As the platform continues to grow, it remains committed to its mission of empowering students to achieve their career goals without the financial burden of upfront fees.

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