

Business Development - Techno Commercial

Responsibilities:

- Generating qualified leads through different channels and scheduling meetings with the decision-makers.
- Understanding clients' diverse, specific business needs and presenting them the appropriate solution to meet those needs; Preparing a world-class proposal that covers the detail of the client requirement, solution, methodology, and benefits.
- Focus always on customer satisfaction by quality of services and solutions.
- Quick response to client queries and questions. Building trust and deep relationships with the client.
- Maintaining awareness and keeping abreast of constantly changing security industry solutions and products; Keeping track of competitions.
- Working on different marketing collaterals and providing unique content for better visualization. Ensure strong relationships with clients to drive repeat business with the customer.
- Provide technical advice to the client on the security services and products.
- Writing proposals, reports and supporting the pre-sales team with their operations.
- Managing workload in order to organize and priorities daily and weekly goals

Requirements:

Must have:

- Knowledge and experience of having worked on products and services selling. Passionate about selling with a getting things done attitude.
- **Minimum 2 years** of work experience in a sales & business development role.
- An experience in developing strategic channel and enterprise security partnerships would be an advantage.
- Excellent written, oral, and presentation skills combined with strong interpersonal skills as well as technical skill sets which allow the individual to develop relationships at engineering, commercial and CXOs levels throughout the organization.
- Knowledge and experience of complete sales cycle management from prospecting to closing enterprise agreements.
- Ability to think/act strategically and tactically. Ability to lead a team.

Preferred:

- Prior experience in selling **cyber security products** is a bonus.
- Understanding of the cyber security industry, it's challenges specific to email security and social engineering attacks.
- Should have C-Level connections.

Our Commitment:

We dedicate ourselves to finding easy solutions to complex problems. Our belief in the diversity of ideas and ergonomic work environment ensures the growth of the organization along with the development of

individual employees. We take pride in the fact that we follow an Open-door policy to make everyone accessible without engaging in any formalities. Along with this, we try to reimagine every aspect of employee experience that can enhance the quality of work-life balance and bring about positive changes in the overall personality and performance of the employees. Additionally, we celebrate each and every kind of diversity in our organization. With regard to employment, we practice gender neutrality in terms of opportunities and compensation.

Benefits of working with us: -

1. Benefits of both the worlds - Enthusiasm & Learning Curve of a Start-Up, Deliveries and Performance of an Enterprise Service Provider.
2. Sky's the limit when it comes to learning, growth & ideas.
3. We do not follow the typical corporate hierarchy ladder.
4. Medical insurance, gratuity, and provident fund.

As part of our dedication to an inclusive and diverse workforce, Kratikal is committed to Equal Employment Opportunity without regard for race, color, national origin, ethnicity, gender, protected veteran status, disability, sexual orientation, gender identity, or religion.

About Us:

Kratikal Tech Private Limited is a leading cyber security firm that provides cyber security solutions to 145+ Enterprise customers and 1825+ SMEs, belonging to different industries including E-commerce, Fintech, BFSI, NBFC, Telecom, Consumer Internet, Cloud Service Platforms, Manufacturing, and Healthcare. The company was founded with the aim of helping enterprises at a global level combat cybercriminals using new-age technology-based cyber security solutions.

As of today, Kratikal has been awarded as the Top Cyber Security Startup at the 12th Top 100 CISO Awards. Kratikal has launched four products, ThreatCop, KDMARC, Threat Alert Button, and KPMonitor including VAPT services. Apart from the products receiving several recognitions and awards, Kratikal has also partnered with numerous renowned organizations worldwide...for more details visit our [website](#) {Our Clients}