



Business Development Executive

This role has positions based out of Noida, Bangalore, and Pune; candidates may be considered for either location based on the interview process.

Roles & Responsibilities:

- Gain an understanding of customers' diverse and specific business needs and apply product knowledge to meet them
- Identify and develop new business through networking and follow-up courtesy calls
- Prepare and deliver presentations and demonstrate the technical features and benefits of our products.
- Determining a client's business requirements and whether the products being considered are suitable.
- Advising customers on technology upgrades and related products.
- Maintaining strong customer relations.
- Meet sales targets set by managers and contribute to team targets
- Network with existing customers in order to maintain links and promote additional products and upgrades
- Manage workload in order to organize and prioritize daily and weekly goals.

Requirements:

- Bachelor's or Master's degree
- 2+ years experience in B2B SaaS sales, ideally with cybersecurity or enterprise software is a must-have.
- Strong communication, negotiation, and consultative selling skills

Benefits of working with us:

- Benefits of both the worlds - Enthusiasm & Learning Curve of a Start-Up, Deliveries & Performance of an Enterprise Service Provider.
- Sky's the limit when it comes to learning, growth & ideas.
- We do not follow the typical corporate hierarchy ladder.
- 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 B2B cybersecurity firm offering cutting-edge cybersecurity solutions and services such as Network Security Audits, Compliance Implementation, IoT Security, and VAPT. Serving over 150+ enterprise customers and 1825+ SMEs across industries including E-commerce, Fintech, BFSI, NBFC, Telecom, Consumer Internet, Cloud Service Platforms, Manufacturing, and Healthcare, Kratikal is dedicated to helping organizations combat cybercriminals using advanced, technology-driven cybersecurity solutions.

The company also develops in-house cybersecurity products, including **AutoSecT**, competing with industry giants, alongside **TSAT** (Threatcop Security Awareness Training), **TDMARC** (Threatcop DMARC), and **TPIR** (Threatcop Phishing Incident Response). These products have received numerous awards and recognitions for their innovation and effectiveness.

Kratikal has been honored as the *Top Cyber Security Startup* at the 12th Top 100 CISO Awards. With a global reach, Kratikal collaborates with renowned organizations to secure their digital landscapes. For more information, visit our websites at www.kratikal.com and www.threatcop.com.