



Business Development Executive

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 Demonstrating 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 priorities daily and weekly goals

Requirements:

- At Least 1 year of experience in B2B sales with cybersecurity Products/Services

Preferred skills

- Excellent communication skills
- Excellent interpersonal skills.
- Strong convincing ability
- Ability to achieve sales targets

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 cyber security firm that provides cyber security solutions to 150+ 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 to help enterprises at a global level combat cybercriminals use new-age technology-based cybersecurity solutions.

As of today, Kratikal has been awarded as the Top Cyber Security Startup at the 12th Top 100 CISO Awards. Kratikal has launched multiple products i.e. TSAT, TLMS, TDMARC, TPIR, and AutoSecT including VAPT and Compliance 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 www.kratikal.com and www.threatcop.com