



Rutakshi Technologies Private Limited [Runo]

Company Name: Rutakshi Technologies Private Limited

About Runo:

Runo is a fast-growing start-up in B2B SAAS, Call Management CRM space.

We offer Call Management CRM for sales team across the globe. We are expanding rapidly and looking for smart talented individuals to be the part of this growth journey.

Visit www.runo.in to know more about us.

- **Job Designation:** Business Development Manager

- **Job Description:**

As a B2B sales consultant specializing in SaaS for enterprise clients, your role revolves around understanding the needs and pain points of businesses and offering tailored solutions to address those needs. Here's an outline of what your responsibilities might entail:

- **Understanding Client Needs:** Conduct in-depth research to understand the challenges and goals of potential enterprise clients. This involves analyzing their current systems, workflows, and pain points.
- **Product Knowledge:** Develop a deep understanding of the solutions offered by Runo. You should be able to articulate how these solutions can benefit enterprise clients and solve their specific problems.
- **Customization and Tailoring:** Work closely with clients to customize solutions to fit their unique requirements. This may involve configuring the software, integrating it with existing systems, or developing custom features.
- **Sales Presentations and Demonstrations:** Conduct product demonstrations and presentations to showcase the value proposition of your SaaS solutions. Tailor these presentations to address the specific needs and interests of each client.
- **Negotiation and Closing Deals:** Lead negotiations with clients to finalize agreements. This involves understanding client objections, addressing concerns, and finding mutually beneficial terms for both parties.

Overall, your goal is to drive revenue growth by effectively identifying, engaging, and closing deals with large businesses that can benefit from Runo

- **Requirements:**

Some of the most important competencies required for the role:

- **Consultative Selling:** Proficiency in consultative selling techniques, such as asking probing questions, actively listening to client needs, and offering tailored solutions. The ability to position yourself as a trusted advisor is crucial in building long-term client relationships.
- **Communication Skills:** Excellent verbal and written communication skills are essential for presenting solutions, conducting sales meetings, and engaging with clients through various channels (email, phone, video conferencing, etc.).
- **Problem-solving Abilities:** Capacity to identify client pain points and propose innovative solutions that address their specific challenges. This may involve creative problem-solving, critical thinking, and adapting strategies to meet evolving client needs.
- **Strategic Thinking:** Capability to develop and execute strategic sales plans tailored to target enterprise clients. This involves understanding market dynamics, setting clear objectives, and adapting strategies based on performance metrics and feedback.
- **Resilience and Persistence:** Tenacity and resilience in the face of rejection or setbacks. Sales can be challenging, so the ability to stay motivated, bounce back from failures, and maintain a positive attitude is crucial.

- **Job Location:** PAN India

- **Degree/Discipline of students Required:** MBA [any specialization]



- **Salary Specifications**

1. CTC would be 4 lakhs depending on the skills and competencies

Contact Person

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