



**JOIN OUR TEAM
NOW!**

WE ARE HIRING

APPLY NOW!

About Automate Business (Zillion Analytics Pvt. Ltd)

Founded in 2016, **Automate Business** (a division of Zillion Analytics Pvt. Ltd.) is a fast-growing IT company based in Gurgaon, India. We specialize in **Business Automation Apps** that help organizations streamline operations, improve productivity, and scale efficiently.

Our flagship SaaS solutions – **Automate Team** (Task & Workflow Management) and **Automate Sales** (CRM & Sales Automation) – are trusted by numerous small and medium businesses for their **ease of use, flexibility, and efficiency**.

At Automate Business, we don't just build software – we empower businesses to work smarter, save time, and achieve more.

Why Work With Us?

- **Innovative Culture:** Be part of a team that thrives on creativity and fresh ideas. Your voice will be heard, and your contributions will shape the future of work automation.
- **Growth Opportunities:** From structured learning to real-world challenges, we support your professional and personal development every step of the way.
- **Impactful Work:** Join a company that is making a real difference in the MSME sector, helping businesses scale using technology. You'll work on meaningful projects that create lasting impact.

Office Details:

- **Location:** 1003, Emaar Colonade, Sector 66, Gurgaon
- **Working Days:** 5 days (may vary depending on business requirements)
- **Shift Timings:** 10 AM – 7 PM
- **Website:** www.automatebusiness.com

Sales Business Automation Consultant

Company: Zillion Analytics Pvt. Ltd. (Automate Business)

Location: Gurgaon (On-site), India

Experience: 0–2 Years

Working Days: 5 Days (may vary depending on requirement)

Shift Timings: 10 AM – 7 PM

Website: www.automatebusiness.com

YouTube channel - <https://youtube.com/c/KewalkKishan/>

Role Overview

The **Sales Business Automation Consultant (Sales BAC)** role focuses on **new customer acquisition**, managing the complete sales journey from **initial interaction to successful closure**.

The role involves **product demonstrations, client engagement, and closing deals**, with occasional **field visits for in-person demos** when required.

Key Responsibilities

- Conduct **product demonstrations (online/video calls)** to showcase real-life use cases and business value
- Engage with **inbound leads and prospects**, understand their requirements, and position the right solutions
- **Drive end-to-end sales closure** by handling negotiations and resolving client objections effectively
- Perform **field visits for product demos** whenever required to support conversions
- Maintain and update **CRM records**, including follow-ups, lead status, and deal stages
- Consistently **follow up with prospects** to ensure higher conversion rates
- Ensure a **smooth handover to the onboarding/Tech BAC team** post-closure
- Collaborate with internal teams to share market feedback and improve sales approach

Requirements & Skills

- Education: Bachelor's degree in Business, Marketing, IT, or equivalent
- Communication: Good verbal and written English skills
- Proficiency in at least one **regional language is a plus**
- Strong interpersonal and convincing skills
- Basic understanding of **sales and negotiation techniques** (training will be provided)
- Ability to **present and explain product solutions clearly**

- Comfortable with **client-facing role and field visits**
- Self-motivated, target-oriented, and result-driven
- Ability to manage multiple leads and follow-ups efficiently
- Prior experience/internship in **sales, CRM, or client handling** is a plus

What We Offer

- **Learning & Growth:** Hands-on experience in SaaS sales, product demos, and client acquisition
- **Incentives:** Performance-based incentives on closures
- **Culture:** Fast-paced, collaborative, and growth-driven environment
- **Impact:** Opportunity to work closely with businesses and contribute to their growth