



**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](http://www.automatebusiness.com)

# Tech 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](http://www.automatebusiness.com)

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

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

**Location:** Gurgaon (On-site)

**Experience:** 0–2 Years

**Package:** Up to 4LPA - 4.25 LPA CTC

## Role Overview

The Tech BAC role focuses on **existing customers**, ensuring value realization, long-term engagement, and revenue growth through upselling, cross-selling, renewals, and referrals.

## Key Responsibilities

- Manage and nurture relationships with existing clients.
- Identify opportunities for **upselling and cross-selling**(Automate Team and Automate Sales CRM).
- Handle **subscription renewals** and ensure timely closure.
- Drive **customer referrals** through strong relationship management.
- Understand customer usage, pain points, and business goals to recommend relevant solutions.
- Coordinate with internal teams to ensure a smooth client experience.
- Maintain accurate customer records and interactions in CRM.
- Comfortable with Field Onboarding if required.

## Requirements & Skills

- **Education:** Bachelor's degree in Business, Marketing, IT, or equivalent.
- **Communication:** Excellent verbal and written English skills.
- **Proficiency in at least one regional language is a plus.**
- Strong interpersonal skills with the ability to build rapport quickly.

- Good understanding of sales & negotiation techniques (training will be provided).
- **Fast learner** – ability to grasp SaaS product workflows and explain them simply.
- **Time management:** Proven ability to manage multiple tasks and meet deadlines.
- **Analytical thinker:** Able to listen, identify problems, and suggest solutions.
- High patience, empathy, and calmness in dealing with varied customers.
- Prior exposure (internships/training) in **SaaS, CRM, or B2B sales/support** is a plus.

## What We Offer

- **Learning & Growth:** Hands-on training in SaaS sales, product demos, and customer success practices.
- **Culture:** Open, collaborative, innovation-led workplace where your ideas matter.
- **Impact:** Be part of a mission-driven company empowering thousands of SMEs.