

RANX

Job Title: Business Development Manager – Enterprise Sales

Company: Ranx Index Pvt Ltd

Location: Hybrid (eventually will be on site)

Type: Full-Time

About Ranx:

Ranx is a ranking platform dedicated to identifying and showcasing the best of the best across various categories – from the most influential personalities to the most promising startups.

Our mission is to provide an authoritative source that ranks and highlights exceptional individuals, businesses, brands and products.

Why are we on this mission?

- Try looking up for the Best-in-everything on the internet today. Given the mis-leading marketing claims and bought out listings, it's no surprise that we feel lost and uncertain in a maze of innumerable options that line up.
- At Ranx we identify the top 1%, we distinguish and celebrate those who are the best in their category, while maintaining Authenticity as the Hallmark of our ranking process.
- Unlike most publications who give rankings for money, we strictly adhere to the highest quality standard. You CANNOT buy a ranking position with Ranx.
- We publish our rankings by blending the qualitative with the quantitative.
- To uphold our commitment, we have strategically invested in AI technologies along with a team of seasoned data analysts, market researchers and editors. This robust combination ensures that our ranking lists are authoritative and reflective of the most current and reliable data available.

How do we help our stakeholders?

- We help our content consumers make more informed choices and decisions basis our authentic lists and rankings
- We help businesses (Ranx Network Partners) access, engage, and convert India's top 1% of decision makers – HNIs & CXOs – into customers, in turn driving measurable results.
- We help our Ranx winners boost their credibility and drive visibility, leading to their

Visit us at ranxindex.com to know more

brand building and business growth.

Job Overview:

Ranx is seeking a highly skilled and results-oriented Senior Manager - Enterprise Sales to lead the sales efforts targeting large enterprises. The ideal candidate will have a strong background in enterprise sales, a proven track record of building long-term business relationships with key decision-makers, and experience in crafting tailored value propositions for enterprise clients.

Key Responsibilities:

- **Enterprise Sales:** Identify, approach, and secure partnerships with large enterprises across various industries for Ranx's offerings, ensuring alignment with their business objectives and strategic goals.
- **Revenue Responsibility:** Own the entire sales cycle – from lead generation, qualification, and pipeline development, to negotiation and closing deals. Achieve and exceed revenue targets by securing high-value enterprise clients, involving multiple stakeholders (internal & external).
- **Strategic Partnerships:** Build and maintain deep relationships with key decision-makers, including senior executives (CXOs, CMOs, Business Heads) in target enterprises, with a focus on securing long-term partnerships.
- **Tailored Proposals:** Create compelling, customized sales proposals that clearly define fitment, return on investment (ROI), and value for prospective clients.
- **Solution Selling:** Leverage a consultative sales approach to understand client needs and pain points, positioning Ranx's offerings as critical tools to address their business challenges.
- **Market Knowledge:** Use deep industry knowledge to identify opportunities for enterprise clients in specific sectors, understanding industry trends and ensuring the best possible client-product fit.
- **Market Research:** Conduct ongoing market research to identify new enterprise sales opportunities and stay informed about the evolving business landscape, industry developments, and competitor activities.
- **Reporting & Analytics:** Track and report on key enterprise sales metrics, providing actionable insights and recommendations to improve sales performance and customer engagement strategies.

Qualifications:

- **Experience:** 3-5 years of experience in business development, enterprise sales, or key account management, with a proven ability to close high-value deals and

achieve revenue targets. Experience selling to large organizations with complex stakeholder environments.

- **Education:** Bachelor's or Master's degree in Business, Marketing, Sales, or a related field.
- **Sales Skills:** Proven track record in enterprise sales, with strong negotiation and communication skills. Experience in structuring and negotiating large deals with senior leadership teams (CXOs, CMOs, Business Heads) within enterprises.
- **Industry Knowledge:** Deep understanding of enterprise sales processes, B2B sales cycles, and the business landscape, with the ability to identify strategic opportunities for large organizations and craft tailored proposals.
- **Relationship Building:** Strong relationship management skills, with the ability to build lasting partnerships with senior executives and decision-makers at major enterprises.
- **Creativity:** Ability to develop creative, customized sales proposals that align with both the client's and Ranx's business objectives.
- **Self-Motivation:** Highly motivated and goal-oriented individual, capable of working independently to achieve sales targets.
- **Proficiency in AI Tools:** Familiarity with AI tools and CRM systems for optimizing outreach, lead management, and sales processes is an advantage.

Why Join Us:

- **Be a Founding Force:** Play an integral role in building a company from the ground up, shaping the future of how excellence is recognized across India.
- **Startup Energy:** Thrive in a dynamic startup environment where creativity, innovation, and agility are at the core of everything we do.
- **Real Impact:** Focus on meaningful work that drives real results, without the distractions of corporate politics or unnecessary bureaucracy.
- **Collaborative & Fun Culture:** Join a team that values collaboration, open communication, and a fun, inclusive atmosphere where every voice matters.
- **Growth & Learning:** Enjoy the opportunity for rapid personal and professional growth, with the chance to wear multiple hats and learn new skills in a fast-paced setting.

How to Apply:

If you're passionate about connecting brands with exceptional opportunities and want to play a key role in the growth of a groundbreaking platform, send your resume and a

cover letter to careers@ranxindex.com. In your cover letter, highlight your experience in Enterprise sales and how you would drive revenue growth for Ranx.

Visit us at ranxindex.com to know more