

# RANX

**Job Title:** Business Development Manager – International (USA) Sales

**Company:** Ranx

**Location:** Remote

**Type:** Full-Time

## About Ranx

### What do we do?

Ranx is a platform that helps businesses access and engage the top 1% of decision makers and influencers, including CXOs, industry leaders and UHNIs. We do this through

-Ranked Lists

-Podcasts

-Roundtables

### Job Overview:

Ranx is seeking a proactive and results-driven Business Development Manager to lead sponsorship/network partnership initiatives across the USA. Based in India, this role will play a critical part in expanding our international footprint and driving significant revenue growth. The ideal candidate will have a proven track record in international sales and senior stakeholder relationship management, with experience in securing high-value partnerships and building long-term business relationships.

### Key Responsibilities:

- Partnership & Sponsorship Development: Identify, engage, and secure network partnerships/sponsorships for Ranx's initiatives in international markets, ensuring alignment with Ranx's values and objectives.
- Outreach & Appointment Setting: Lead efforts to secure virtual appointments and conduct impactful virtual meetings with high-level decision-makers (CXOs, CMOs, Business Heads) in target regions, driving discussions around network partnerships and sponsorships.

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- Revenue Responsibility: Manage the entire revenue cycle, from lead identification and qualification to deal negotiation and closure. Ensure profitable sponsorship deals that meet revenue targets.
- Strategic Market Engagement: Cultivate long-term partnerships with senior executives and key decision-makers within target organizations, securing Ranx's position as a trusted partner.
- Tailored Proposals & Presentations: Develop and present compelling sponsorship proposals that resonate with sponsors, focusing on delivering clear ROI and alignment with their business objectives.
- Market Knowledge & Research: Leverage deep market knowledge and ongoing research to identify sponsorship opportunities and refine strategies according to trends in the US
- Reporting & Analytics: Provide regular reports on sales performance and sponsorship metrics, offering insights for continuous improvement.

## Qualifications:

- Experience: 3-4 years of experience in business development or sales, with a focus on the US. Proven track record in achieving annual revenue targets of USD 1Mn, with an average deal size of USD 60,000.
- Education: Bachelor's or Master's degree in Business, Marketing, Communications, or a related field.
- Sales Skills: Expertise in concept selling and closing high-value deals. Strong negotiation skills with experience in dealing with CXOs, CMOs, and Business Heads.
- Regional Expertise: Extensive knowledge of business and cultural landscapes in the US, with the ability to tailor approaches to different regions.
- Proficiency in Tools: Familiarity with AI tools and digital platforms for optimizing sales processes is an advantage.
- Self-Motivation: Highly motivated, self-starter, comfortable working independently to meet targets.
- Cultural Fit: Adept at navigating cross-cultural dynamics and working across time zones.

## Why Join Us:

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- **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](mailto:careers@ranxindex.com). In your cover letter, highlight your experience in sponsorship sales and how you would drive revenue growth for Ranx.