

# Job Description: Trainee - Solution Consulting

**VirtuBox**, the world's premier B2B Cloud-based SaaS solution, empowers businesses to forge unforgettable customer experiences. Our flagship products—VirtuKiosk, VirtuSignage, VirtuApp, and VirtuWeb—enable top-tier management to streamline operations, enhance customer experience, and drive measurable ROI.

## Job Summary :

We are seeking a highly motivated and enthusiastic **Trainee - Solution Consulting** to join our growing team. In this role, think of yourself as the “technology translator” who turns features into executive-level business value, i.e. -

- You will quantify ROI, build business cases, and demonstrate VirtuBox's value proposition to C-level and VP-level decision makers.
- You'll blend technical aptitude with polished executive communication.

## Key Responsibilities :

- **Product Knowledge Acquisition:** Learn and develop a thorough understanding of the products and solutions offered by the company, including their features, benefits, use cases, and target markets.
- **Discovery & Qualification:** Identify decision-makers and uncover strategic goals, pain points, and buying criteria, and map business processes to VirtuBox product capabilities.
- **Solution Design & Engagement:** Design and deliver an engaging product demonstration to C-level audiences that highlights technical features and strategic benefits.
- **Proposal and Quote Preparation:** Assist in preparing customized proposals, quotes, and RFP (Request for Proposal) responses based on the client's specific requirements by aligning product benefits with customer needs, and demonstrating ROI and value.
- **Customer Feedback:** Gather and relay customer feedback to Product Management, driving continuous improvement and feature prioritization. Track win/loss reasons to refine messaging and roadmap priorities.
- **Market Research:** Conduct thorough market research to identify target audiences and industry trends. Maintain a deep understanding of our competitive landscape.

- **CRM Management:** Accurately document all the activities, including lead generation, qualifications, client interactions, and deal progress, into the company's CRM software - VirtuBox Hub.
- **Reporting and Analytics:** Assist in the collection and analysis of data, generating reports to track performance and identify areas for improvement.
- **Cross-functional Collaboration:** Collaborate effectively with development, Design, and marketing teams to ensure smooth project delivery.

### **Eligibility Criteria :**

- Bachelor's degree in Business, Information Technology, Engineering, or related field.
- 0-2 years' experience in customer-facing roles (internships acceptable).
- Strong interest in software solutions and a desire to build a successful career in Solution Consulting.
- Excellent verbal and written communication skills, with the ability to engage senior executives who can simplify tech for non-technical executives.
- Highly motivated, proactive, and results-oriented with a strong work ethic.
- Analytical mindset; comfortable building basic ROI or TCO models in Excel and ability to learn new technologies quickly.
- Demonstrated teamwork and organizational skills, with attention to detail.
- Familiarity with SaaS platforms, APIs, and cloud-based deployments.

### **Key Benefits :**

- Stipend-based 3+3 months Training i.e., ₹12,000 per month for 3 months and up to ₹15,000 per month for the next 3 months (based on performance)
- Performance-linked Full-time opportunity with Competitive base salary + performance bonus tied to influenced ARR.
- Collaborative, innovation-first culture focused on measurable customer impact.
- Completion certificate after completing the training successfully
- Opens doors to exciting career prospects.
- Work from the office for hands-on experience
- 5 days working (Mon-Fri, 9:30 AM to 7:00 PM)

### **Application Process:**

- Submit résumé and a brief statement on why enabling B2B executives excites you.
- Complete a short assignment or case study.



- Interview round 1 includes a 10-minute live presentation on the assignment to our panel.
- Final interview with top management/HR Head.

### Summary:

This role is perfect for a tech-savvy storyteller eager to influence high-stakes B2B deals. You will learn how to engage top-tier management, architect SaaS solutions, and drive tangible revenue - all while growing your career inside a market-leading digital-experience platform.

