



**Job Title:** RevOps Manager

**Location:** Trivandrum

### About Us:

Accubits Invent is a pioneering research and development company focused on creating cutting-edge solutions in biotechnology, material sciences, and IoT technologies. Our latest innovation, **VolTrac**, is a game-changing product designed to revolutionise VOC (Volatile Organic Compound) detection in industries like pharmaceuticals, healthcare, and more.

We are looking for a driven and strategic RevOps Manager to lead revenue-generation efforts, ensure operational sustainability, and position the company for long-term growth. This role focuses on building revenue streams, identifying leads, and driving sales—particularly in the pharmaceutical industry for VolTrac and other products.

### Key Responsibilities:

- **Revenue Strategy Development:** Develop and execute strategies to generate consistent and sustainable revenue streams for the company.
- **Lead Identification and Nurturing:** Identify and qualify potential customers across sectors, particularly in pharmaceuticals and healthcare, through market research, networking, and outreach.
- **Client Outreach:** Build and maintain relationships with pharmaceutical companies, effectively pitching VolTrac and other offerings to meet their needs.
- **Product Sales:** Actively drive sales efforts for VolTrac and other products by delivering compelling demonstrations, presentations, and proposals to potential clients.
- **Cross-functional Collaboration:** Work closely with R&D, marketing, and sales teams to align operational goals with revenue targets. Build a strong team.
- **Operational Efficiency:** Ensure processes are streamlined and optimised for revenue generation, including improving lead generation and sales pipelines.
- **Reporting and Analytics:** Monitor key performance indicators (KPIs), analyze sales and revenue data, and provide actionable insights to the leadership team.
- **Market Trend Analysis:** Stay informed about industry trends, competitor activities, and regulatory updates to refine revenue strategies.
- **Sales Forecasting:** Collaborate with the leadership team to forecast revenue, set achievable goals, and adjust strategies as needed.

### Qualifications:

- **Education:** Bachelor's degree in Business, Marketing, Science, or a related field (MBA preferred).
- **Experience:** 3-5 years of experience in revenue operations, business development, or sales, preferably in the pharmaceutical or healthcare sector.
- **Skills:**
  - Strategic thinking and the ability to develop long-term revenue plans.
  - Strong communication and interpersonal skills.
  - Excellent negotiation, presentation, and client management skills.



- Analytical mindset with proficiency in using CRM software and revenue management tools.
- **Knowledge:** Familiarity with VOC detection technologies, pharma regulations, or medical devices is a strong advantage.
- **Attitude:** Proactive, results-oriented, and adaptable to fast-paced environments.

### Why Join Us?

- Opportunity to work with cutting-edge technology like VolTrac.
- Contribute to the growth of a dynamic, innovative company.
- Competitive compensation package, including incentives for meeting revenue goals.
- An opportunity to make a significant impact on the sustainability and scalability of operations.

### How to Apply:

Send your updated resume and a brief cover letter to **admin@ainvent.org** with the subject line "Application for RevOps Manager – [Your Name]."

Join us and be a part of the future of innovation!

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