**Visual Designer (Sr. & Lead level) - India**

# **Location: India**

**About Aviso**

Aviso is the AI compass that guides sales and go-to-market teams to close more deals, accelerate growth, and find their Revenue True North. Aviso AI delivers revenue intelligence, drives informed team-wide actions and course corrections, and gives precise guidance so sellers and teams don’t get lost in the fog of CRM and augment themselves with predictive AI.

With demonstrated results across Fortune 500 companies and industry leaders such as Dell, Splunk, Nuance, Elastic, Github, and RingCentral, Aviso works at the frontier of predictive AI to help teams close more deals and drive more revenue. Aviso AI has generated 305 billion insights, analyzed $180B in pipeline, and helped customers win $100B in deals. Companies use Aviso to drive more revenue, achieve goals faster, and win in bold, new frontiers. By using Aviso’s guided-selling tools instead of conventional CRM systems, sales teams close 20% more deals with 98%+ accuracy, and reduce spending on non-core CRM licenses by 30%.

Aviso is backed by Storm Ventures, Scale Venture Partners, Shasta Ventures, and other leading Silicon Valley investors.

**Job description**

We have a lot of drive, smarts, and a ton of passion for what we do. The Account Executive (AE) is responsible for building client relationships with enterprise businesses within a specified region. People who excel at this job have the ability to prospect, develop, and close business within a timely manner while focusing on the clients’ requirements. The AE must have the confidence and ability to negotiate and close agreements with Clients and support new customers through our on-boarding process. If you are an energetic, self-managed professional with experience managing a complex sales process and possess excellent presentation and listening skills, organization and contact management capabilities, we’d love to hear from you.

**Responsibilities**

● Create designs for marketing assets including case studies, data sheets, whitepapers, presentation decks, etc.

● Responsive Web, landing page design and email design for marketing campaigns

● Create mobile first and interactive web design elements

● Conceptualize the creative for messages on various digital content channels like web

banners, social media posts, blogs, chat messages, etc.

● Work with video producers in creating attractive video content including screens,

thumbnails, images, slides etc.

● Work on rich, visual design for showcase pages, infographics, social media illustrations etc.

● Help product teams in designing screens and creatives for the product wherever required

**This is what we are looking for...**

● Bachelor’s degree. A Bachelor in Fine Arts is preferred

● 5+ years of experience as a visual/graphic designer working for Tech, SaaS or B2B company

● Familiar with Figma and other tools for design

● Adept at using Adobe Design Suite for creating designs

● Use of prototyping tools like Invision, a distinct advantage

● Understanding of wireframing tools like Balsmiq, Miro etc. a plus

● Working knowledge of CRM, particularly Salesforce for lead management

● Understands design thinking and is a storyteller by instinct

● Has working knowledge of HTML, CSS and web technologies is a advantage

● Creative with passion for design

● Ability to effectively collaborate with a team of coworkers both in-person and remote

● Methodical with attention to detail

● Flexibility, adaptability, comfort with multitasking

● Efficient, professional, with a passion for quality and meeting deadlines

If you are interested in being a part of something extraordinary, take pride in initiating meaningful relationships with and delighting customers, and like working alongside smart and ambitious people, then this is the role for you!