

Account Manager

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Company: Cutting EDGE Industries Private Limited

Location: Bengaluru

Category: other-general

Company DescriptionCutting EDGE Industries Private Limited is a Home & Kitchen innovator focused on Affordable and Sustainable Luxury for the masses. They offer a vast range of products across Home, Wardrobe, Office, Cooking, and other Kitchen essentials made in the most ecologically sustainable manner, covering materials such as Silica, Borosilicate, Steel, Plastic, and Glass. The company is located in Bengaluru.
Role DescriptionThis is a full-time on-site role for an Account Manager. The Account Manager will be responsible for maintaining and building relationships with clients, managing their accounts and budgets, and identifying areas for growth. They will collaborate with cross-functional teams to ensure client satisfaction and retention. The Account Manager will be given direct responsibility to effectively manage and grow brands in the Home & Kitchen space on 3rd party selling platforms like Amazon, Flipkart, Jiomart and direct sales on own website as well. The Account Manager would need to be well versed with Advertising, Ad Strategies, PPC Campaigns, and/or managing Advertising Teams, prior direct experience is a necessity. The role would require end to end management of specific accounts from cataloguing, listing, launch, and further driving sales volume and overseeing operational requirements to build and sustain various product categories under their umbrella.
QualificationsProven success in account management, sales, or a related field
Experience in Advertising or Managing Ad TeamsCapability of handling multiple brands and portfolios with specific targets for each
Ability to build and cultivate strong relationships with clientsStrong communication and interpersonal skills
Excellent organizational and time-management skillsAbility to work independently and as part of a team
Experience in Home & Kitchen products is a

plus Bachelor's degree in Business Administration, Sales, Marketing, or a related field

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