

Key Account Manager

[Apply Now](#)

Company: Dadu Medical Centre

Location: Delhi Division

Category: other-general

Job Description

Job Purpose

The Account Manager is responsible for the overall growth of the account and managing all stakeholders associated with the account internally as well as externally

Job Description

Client Relationship Management: Penetrating the given account & continue to engage and spread awareness via regularly meeting the client with or without Superior and enhance the engagement further. Building and maintaining strong, long- lasting customer relationships.

Market Research: Collect Intelligence on the clients, their market, competitors & industry.

Account Management: Smooth & Timely Delivery of all requirements (project/report/escalations/minutes/meeting) to clients and manages client Satisfaction.

Delivery Management: requirement gathering, summarizing, clarifying queries, timely submission & follow up on closure.

Track Contract signing, Agreement receipt & overdue collections etc.

Submit Periodic Report: Submit Weekly Reports & **Dashboard:** Overdue Payments and Collection.

Works alongside business leaders in closing sales by building rapport with existing accounts; explaining product and service capabilities; overcoming objections; preparing contracts.

Contributes information to market strategy by monitoring competitive products and reactions from contacts/leads in the prescribed account.

Operating as the lead point of contact for any and all matters specific to assigned account.

Liaise with cross-functional internal teams (including Technology, SEO, Social Media, Content Teams etc.) to improve the entire Account Management process.

This position may require occasional travel.

Develop trusted advisor relationships with key accounts, customer stakeholders and executive sponsors in the respective account.

Qualifications

Bachelor's Degree in any field. (B Tech in Computer Science or equivalent preferred)

MBA or other management qualification (Regular MBA preferred)

Experience Required

Proven relevant work experience as Account manager [in International / Domestic domain] of at least 2+ years.

Should have in depth knowledge of IT Services or SAAS Product Delivery Account Management OR in Digital Marketing client management with thorough understanding of IT services like web development, mobile application development, digital marketing etc.

Skills and Abilities Sought

Knowledge MS Office (MS Excel in particular)

Understanding of Account performance metrics

Excellent communication and organizational skills

Business acumen with a problem-solving attitude

Presentation Skills Competencies

Integrity and sincerity

Accountability

Proactive: Takes initiative

Out of box thinker

Attention to detail

Building Partnerships

Building trust

Agile in nature and must have customer centric approach

Job Types: Full-time, Regular / Permanent

Schedule:

Day shift

Morning shift

Ability to commute/relocate:

Noida, Noida - 2, Uttar Pradesh: Reliably commute or planning to relocate before starting work
(Required)

Education:

Bachelor's (Preferred)

Experience:

Accounting: 6 years (Preferred)

CA: 5 years (Preferred)

IT & Digital: 5 years (Preferred)

[Apply Now](#)

Cross References and Citations:

1. [Key Account Manager Advertisingjobs Jobs Delhi DivisionAdvertisingjobs](#) ↗

2. [Key Account Manager Norwayjobs Jobs Delhi DivisionNorwayjobs](#) ↗

3. [Key Account Manager Ukrainejobs Jobs Delhi DivisionUkrainejobs](#) ↗

4. Key Account Manager Phoenixjobs Jobs Delhi DivisionPhoenixjobs ↗
5. Key Account Manager Ceojobs Jobs Delhi DivisionCejobs ↗
6. Key Account Manager Clerkjobs Jobs Delhi DivisionClerkjobs ↗
7. Key Account Manager Expertiniworldtech Jobs Delhi DivisionExpertiniworldtech ↗
8. Key Account Manager Supplychainjobs Jobs Delhi DivisionSupplychainjobs ↗
9. Key Account Manager Federaljobs Jobs Delhi DivisionFederaljobs ↗
10. Key Account ManagerBotanyjobs Jobs Delhi DivisionBotanyjobs ↗
11. Key Account ManagerBerlinjobsearch Jobs Delhi DivisionBerlinjobsearch ↗
12. Key Account ManagerNursejobsnearme Jobs Delhi DivisionNursejobsnearme ↗
13. Key Account ManagerNzjobscentral Jobs Delhi DivisionNzjobscentral ↗
14. Key Account ManagerDublinjobsJobs Delhi DivisionDublinjobs ↗
15. Key Account ManagerWeldingjobs Jobs Delhi DivisionWeldingjobs ↗
16. Key Account ManagerUnitedkingdomjobs Jobs Delhi DivisionUnitedkingdomjobs ↗
17. Key Account ManagerVeteranjobs Jobs Delhi DivisionVeteranjobs ↗
18. Key Account ManagerJobspakistan Jobs Delhi DivisionJobspakistan ↗
19. Key account manager Jobs Delhi division ↗
20. AMP Version of Key account manager ↗
21. Key account manager Delhi division Jobs ↗
22. Key account manager Jobs Delhi division ↗
23. Key account manager Job Search ↗
24. Key account manager Search ↗
25. Key account manager Find Jobs ↗

Source:<https://in.expertini.com/jobs/job/key-account-manager-delhi-division-dadu-medical-centre-8b5c7a8863/>

Generated on: 2024-05-04 by Expertini.Com