

## Key Account Manager – Sales

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Company: Excellent Publicity

Location: Chennai

Category: other-general

### Job Description:

#### Roles&Responsibilities :

- 1-Building the pipeline: Build a list of potential clients, reach out to them, fix meetings, gather requirements, share plans and get business.
- 2-While there is a team to assist, the primary responsibility of pipeline building lies with the Account Manager
- 3-Fixing Meetings: Reach out to the advertisers through cold calls/emails from the pipeline and set up meetings.
- 4- Gather requirement: Use the meetings to gather requirements. In case there is no immediate requirement, maintain a relationship with the potential advertisers for future requirement
- 5-Addressing the client requirements: Work closely with the media managers to address the client queries
- 6-Campaign execution: Execute and monitor the campaigns.
- 7-Remain the single point of contact for the advertiser in Excellent Publicity Maintain PR: Keep putting up efforts to increase business from existing clients.

#### Skill Set Required:

1. Good at identifying potential SMEs and Startups who can advertise.
2. Ability to research and find relevant contacts in these organizations.
3. Ability to understand client requirement and pitch relevant solution.
4. Strong communication skills .
5. Reliable and can work independently with minimum supervision

**Profile/Designation :** Account Manager - Sales

**Gender :** Both

**Job Location :** Bangalore, Hyderabad, Chennai, Pune, Delhi, Mumbai, Indore

**Desired experience :** 0 to 4

**Target batch Passouts :** -

**Course specialization** Graduates

**Candidate location** Should know the localities of the respective cities

**Probation/Training Period:** 2 months of training in Ahmedabad

**Salary & Stipend:** 3 LPA - 3.60 LPA

**Bond- (if any) & Penalty-(if any):** 1 year

**Tentative date of interview :** Immediate

**Tentative date of joining:** Immediate

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