

strategic account manager

(IC Role)

📍 Bangalore, Mumbai 🗑 Full time 🕒 7-10 yrs

We are looking for a Strategic account manager to play a critical role in building relationships with significant clients. Our ideal candidate should ensure client satisfaction and be able to identify new opportunities to increase sales.

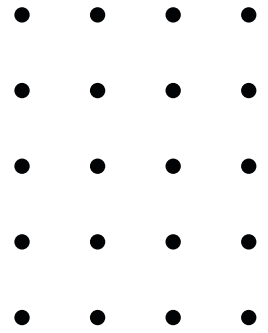
As a Strategic account manager, you will represent our company and interact with major clients. So, if you have excellent communication skills with a customer service attitude, we would like to meet you.

Ultimately, you should be responsible for achieving sales quota and strategic account targets.



who we are

Betterplace is a technology platform designed to hire, manage, and engage the blue-collar workforce with ease with our all-in-one lifecycle platform. Designed for large enterprises, the platform enables you to manage end to end lifecycle of your blue-collar employees. Device – agnostic. Customizable. Scalable. Uniquely digital.

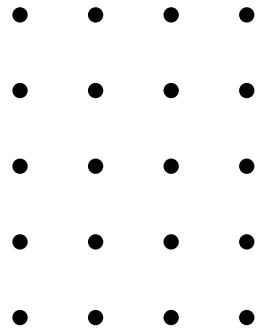


what we're looking for

- Proven work experience as a Strategic account manager or Key account manager
- Solid sales experience in B2B domestic environment only
- Experience into Services, Solutions or Concept selling only
- Handled revenue target of minimum 2+ Cr
- Willing to work for an Individual Contributor role
- Hands on experience with CRM software and Account management systems
- Understanding of sales performance metrics
- An ability to address customer requests in a timely manner and liaison with the internal teams
- Excellent communication and interpersonal skills with an aptitude for building strong client relationships
- Strong negotiation skills with a problem-solving attitude

what you'll do

- Relationship management – excellent relationship with decision-makers and key stakeholders at assigned accounts.
- Responsible for managing & driving the overall business growth & Own the key accounts P&L and lead the portfolio, Build long term relationships with Account counterparts & ensure seamless operations on delivery of business goals and also managing key events.
- Achieving client relationship targets and KPI's as set by the BU head.
- Liaising with internal departments to ensure client needs are fulfilled effectively
- Escalating and resolving areas of concern as raised by clients.
- Deliver sales target by executing platform level strategy and partnerships that can help in incremental growth with strong focus on margin
- Marketing: Work closely with the marketing team to ensure effective marketing strategies are in place for creating avenues for new opportunities in key accounts.
- Competition Tracking: Stay on top of changing trends and strategic priorities through in-depth data analysis to predict customer behaviour and market dynamics



what you'll get

- Health Benefits
- Innovation-driven culture
- Smart and fun team to work with
- Friends for life 😊