

strategic account director

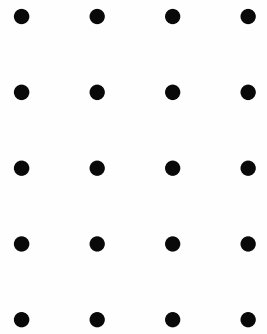
📍 Delhi 🏢 Full time 🕒 8-15 yrs

We are looking for a Strategic Account Director who represents the entire range of company products and services to assigned customers, while leading the customer account planning cycle and ensuring assigned customers' needs and expectations are met by the company.



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 Director or relevant role.
- Maintains and expands relationships with strategically important large customers.
- A senior resource who is responsible for achieving sales quota and assigned strategic account objectives.
- We would look at an Ex-Defence Personnel-Army-Navy-Air Force- who has chosen sales post his stint actively to manage large FMS companies.

what you'll do

- Establishes productive, professional relationships with key personnel in assigned customer accounts.
- Coordinates the involvement of company personnel, including support, service, and management resources, in order to meet account performance objectives and customers' expectations.
- Meets assigned targets for profitable sales volume and strategic objectives in assigned accounts ·
- Proactively leads a joint company-strategic account planning process that develops mutual performance objectives, financial targets, and critical milestones for a one and three-year period.
- Proactively assesses, clarifies, and validates customer needs on an ongoing basis.
- Leads solution development efforts that best address customer needs, while coordinating the involvement of all necessary company personnel.
- The Strategic Account Manager reports to the Vice President of Strategic Accounts.

what you'll get

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