Sri Devi Group

https://www.sridevigroup.co.in/job/key-account-manager/

Key Account Manager

Hiring organization
Sri Devi Group

Employment Type
Full-time

Job Location
Hyderabad, Telangana, India

Date posted
December 21, 2023

Description

- We are looking for a skilled **Key Account Manager** to oversee the relationships of the company with its most important clients.
- The person will be responsible for obtaining and maintaining long-term key customers by comprehending their requirements.
- will be apt to build strong relationships with strategic customers and will be able to identify needs and requirements to promote our company’s solutions and achieve mutual satisfaction.
- The goal is to contribute to sustaining and growing our business to achieve long-term success.

Responsibilities

- Develop trust relationships with a portfolio of major clients to ensure they do not turn to competition
- Acquire a thorough understanding of key customer needs and requirements
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- Ensure the correct products and services are delivered to customers in a timely manner
- Serve as the link of communication between key customers and internal teams
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Play an integral part in generating new sales that will turn into long-lasting relationships
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics

Qualifications

- Proven experience as a **key account manager**
- Experience in sales and providing solutions based on customer needs
- Strong communication and interpersonal skills with an aptitude in building relationships with professionals of all organizational levels
- Excellent organizational skills
- Ability in problem-solving and negotiation.