

DESIGNATION : **ACCOUNT MANAGER (SALES)**
REPORTING TO : **INSIDE SALES HEAD**
LOCATION : **DELHI-NCR**

KEY RESPONSIBILITY AREAS

- Stay updated with product knowledge, at all times
- Managing life cycle of warm leads into sales
 - Mustn't mis-oversell
- Achieving higher sale conversion ratios
 - demo / leads
 - subscription / demo
- Customer Experience focused
 - high level of customer satisfaction and develop strong relationships.

SKILLS

- Theoretical & practical knowledge of 'Warm/Cold Calling'
- Strong communication skills
 - Languages: English & Hindi; spoken knowledge of a Regional Language would be an advantage
- Knack of understanding the pain areas & wish list of the Target Customer
- Ability to articulate value proposition from the Product
- A quick learner with passion to outperform
- Ability to negotiate & close deals
- Strong ethical values & practices

QUALIFICATION & EXPERIENCE

- Can speak & understand Languages.
- Graduate, preferably with Commerce / Economics as majors
 - Working knowledge of Accounting / financial management would be an added advantage
- 1-2 yrs. of experience with proven track record in 'Warm/Cold Calling Sales'

REMUNERATION

- Above Industry average for the role
