



Position: Key Accounts Manager

Location: Bangalore

Job description:

1. Ability to get new accounts and manage existing key accounts
2. Understanding of payments industry
3. Ownership of a revenue target.
4. Following the sales process to acquire new customers/Associates
5. Maintaining relationships with customers to ensure we understand their problems and reassure them of constant support.
6. Follow the sales philosophy of the organization
7. Regularly performing the sales discipline processes of reports/report formats expected from time to time

Core competencies:

1. Implementing sales plan for achievement of organizational goal in terms of revenue and profitability targets
2. Generating business in new segments/markets/products in the allocated regions
3. Should independently handle end to end sales

Interpersonal Skill:

1. Excellent customer management skills
2. Excellent communication skill
3. Self motivated leader
4. Positive attitude
5. Team player
6. Excellent presentation skill
7. Go getter

Education: Graduation. Preference for those with MBA / PG Diploma Marketing / Sales

URL: <https://www.ebs.in/IPS/>