

<b>JOB DESCRIPTION</b>	
<b>Job title:</b> Key Account Manager	
<b>Site/Location/Customer/Project:</b>	<b>Mumbai</b>
<b>Job overview:</b>	A key account manager is someone who attempts to sell a product or service for a company. Commercial sales representative are often considered the most important employees in their respective business, as their success determines its profitability. Their main job is to convince clients that their product or service is better than that of the competitors. They are also responsible for revenue generation and growth across the Syndrome's verticals and will need to generate reference accounts for Syndrome, across each of the verticals.
<b>Primary Responsibilities and Activities:</b>	<ul style="list-style-type: none"> <li>- As a key account manager, you will focus on critical, complex, strategically or tactically deals with high visibility, and be responsible to sign the deals,</li> <li>- Develop the business development strategy &amp; get buy in from stakeholders &amp; execute,</li> <li>- Conduct presentations on company commercial products and services, features and benefits Taking care of big account/Field contact candidate,</li> <li>- Maintain the customer relationship and servicing the customer's needs throughout the entire transaction process,</li> <li>- Maintain the entire list of Customer Organization structure (Like Decision maker, Show Stopper, Competition etc),</li> <li>- Ability to work as needed to get the job done, passionate about getting results,</li> <li>- Verify customers' credit ratings, and appraise equipment in order to determine contract terms and trade-in values,</li> <li>- Interface with division sales manager, and maintain weekly call report</li> <li>- Travel throughout assigned territory to call on regular and prospective customers,</li> <li>- Meet or exceeds established targets and goals</li> </ul>