



JOB DESCRIPTION

Company Name	Accentiv	Location	Bangalore, Mumbai, Delhi, Chennai
Department	Client Servicing	Reporting Authority	Group Account Manager
Designation	Account Manager		

Operating Network

Internal Network	Purchase, Customer Support Operations, Finance	External Network	Clients
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Job Purpose

To sustain and grow the business from existing clients by delivering exceptional service – To achieve this through relationship building, regular planning, proactive thinking and client competition mapping.

Key Result Areas

- Maintain & grow business & revenues from assigned Key/Mega corporate clients
- To coordinate with all internal teams of purchase & operations to deliver services within the service level agreement norms.
- Work & think with the client to devise new initiatives for their relationship marketing programs

Working Conditions.

Desk and Occasional Travel to client place

Competencies

Knowledge	Skills	Abilities
• Good working knowledge of MS	• Excellent written and verbal	• Sales, Business Development &
	• Good inter-personal skills	• Customer Relationship
	• Client servicing & Negotiation skills	• Planning and execution capabilities
	• Strong perseverance	• To Deal with large companies for
		• Person should be methodical &
Preferred Industries	Age Group	Total Experience
BPO, Loyalty, Product, Advertising	24-30	4+ Yrs Account Manager
		2+ Yrs Asst Account Manager
Education		
MBA /Marketing qualification		