

## CORPORATE KEY ACCOUNT MANAGER



Job Title	<b><i>Corporate Key Account Manager</i></b>
Reporting to	Chief Commercial Officer
Department	Sales
Location	Karachi
Monthly Budget	Rs.80,000 – Rs.100K

### About the Company

A Telecom service provider, offering Broadband Internet, Voice, Cloud and other services to its corporate and residential customers is looking for a Corporate Key Account Manager

### Main Duties & Responsibilities

- Must have **5-6 years** selling experience in the corporate sector in Karachi specially Financial, Oil & Gas, Manufacturing, Pharma & FMCG sectors
- Must have good contacts among CXOs of high end corporate sector and large Industrial areas of Karachi
- Ideal candidate should be able to build strong relationships with corporate clients and be able to identify their current and future needs and requirements, and sell solutions.
- This is a field job where candidate is expected to continuously expand the company's footprint in the corporate sector by meeting new clients and prospects on daily basis and introducing solutions to them
- The candidate will be required to make professional presentations to DMUs where ever required
- This position requires candidate to act as an interface between the company and its customer. Must ensure timely resolution of issues and problems faced by customers through effective internal coordination within the company
- This is target based job and candidate will be required to meet quarterly revenue targets as assigned by HOD
- The candidate will manage complete sales process starting from prospecting till sales closure
- Prepare weekly, monthly & quarterly sales reports and forecasts for top management
- Coordination within company with various departments for deployment, billing and after sales support.
- Maintain complete database of accounts and contacts list

### Skills and Experience

- Must have **5-6 years** selling experience in the corporate sector in Karachi specially Financial, Oil & Gas, Manufacturing, Pharma & FMCG sectors
- Must have very good interpersonal and presentation skills
- Must possess good verbal and written communication skills.
- Must be able to work under pressure, meet deadlines and maintain a positive attitude towards work
- Must be able to work & close sales deals independently.

### Educational Qualification

- MBA (Sales/Marketing) with bachelors in Telecom/IT/Electrical Engg.