

<b>Position/ Job Title:</b>	<b>Account Manager</b>
<b>Location:</b>	<b>Gurgaon/Pune</b>
<p><b><u>Job Description:</u></b></p> <p>The Account Manager position is a key sales role for any company's growth. The candidate will develop revenue-growth strategy and relationships with key decision-making CXO level executives, as well as drive the sales cycle of all assigned sales opportunities from initial prospect communication through contract execution working along with delivery teams.</p> <p><b><u>Responsibilities:</u></b></p> <ul style="list-style-type: none"> <li>• Achieve monthly, quarterly and annual sales targets and execute revenue growth plans, creating long-term positioning and sales strategies utilizing ODA's key solution propositions across strategic banking and non-banking clients.</li> <li>• Generate sales across existing accounts &amp; new accounts including cross-selling.</li> <li>• Forecast and track revenue metrics.</li> <li>• Collaborate with delivery and business development team towards achieving the revenue growth targets.</li> <li>• Develop strong and long-term relationships with senior stake holders at identified Growth Accounts and hence build optimal sales pipeline.</li> <li>• Manage the end-to-end sales process for all opportunities including initial client communication, client presentations, multi-day client workshops, negotiation and deal signing. The candidate is the focal point for all communication and sales activities with prospects and customers.</li> <li>• Work in close collaboration with business development team &amp; delivery teams to ensure that proposed offerings and services fully meet customers' business and technology needs.</li> <li>• Provide leadership to the client during initial phases of an engagement. Follow up and ensure total client satisfaction through the life cycle of the relationship.</li> <li>• Will be involved in post contract management of the Account including escalation management and customer relationship management.</li> </ul> <p><b><u>Skills, Experience and Qualification Required for the Position:</u></b></p> <ul style="list-style-type: none"> <li>• 7+ years of experience in IT services industry with at least 4 years in sales life cycle.</li> <li>• Self-motivated with a positive attitude and ability to thrive in a fast paced and result-driven environment.</li> <li>• Excellent communication skills, capable of building trusting relationships.</li> <li>• Natural relationship builder with integrity, reliability and maturity.</li> <li>• Proven track record in executing and ability to close deals.</li> <li>• Knowledge of latest IT industry trends and areas of expansion.</li> <li>• Able to quickly understand and discuss a client's business requirement and add value by addressing business challenges.</li> <li>• Closing new opportunities and being able to design cross-selling strategies.</li> <li>• Flexible to work in multiple geographies and work schedule and collaborate well with global teams.</li> </ul>	