**Job Description – Account Manager**

•**Purpose of the Job**

• The responsibility of the role holder is to ensure sales and service in his territory to deliver Data (Internet Bandwidth, MPLS, Cloud etc.), Voice (Postpaid), Broadband and Fixed Line Business in the assigned territory. Front-end the relationship with customer from Airtel side and become the single point of contact for customer for all three lines of business.

•Ensure Customer Market Share (CMS) and Revenue Market Share (RMS) growth in both existing and new accounts.

•**Key Deliverables**

•Deliver Data, Voice and Fixed Line installation as per assigned targets

•New account break-in (hunting) for Data, Voice and Fixed Line.

•Cross-sell multi-product lines in existing and new customer

•Build & maintain healthy funnel for all three Lines of Business with earmarked levels of maturity

•Be aware of competition plans & collect insights for market intelligence

•Monitor competition’s customer offerings and planning sales interventions for different class of clients.

•**Role details:**

•Build and maintain strong, long lasting client relationships

•Negotiate and close orders/contracts to maximize revenue

•Develop new business through upsell and cross-sell with existing clients

•Ensure timely and successful delivery of our solutions as per client needs

•**Profile:**

•Min Qualification: Graduate (BE/B.Tech/ Graduation/ MBA)

•1-5 years exp

•**Age: upto 30 years**