



## **Account Manager**

Full-time

Department: Emerging Business

Level: Executive

## **Company Description**

Bharti Airtel Limited is a leading global telecommunications company with operations in 18 countries across Asia and Africa. Headquartered in New Delhi, India. In India, the company's product offerings include 2G, 3G, 4G and now 5G wireless services, mobile commerce, fixed line services, high speed home broadband, DTH, enterprise services including national & international long-distance services to carriers. In the rest of the geographies, it offers 2G, 3G, 4G wireless services and mobile commerce. We are always looking for people who are thinkers & doers. People with passion, curiosity & conviction, people who are eager to break away from conventional roles and do **'jobs never done before'**. It is the largest mobile network operator in India and the third largest in the world with over 386 million subscribers

## **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 competitions 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
- Minimum 1+ years in B2B sales experience
- Any Graduate
- Good communication
- Age - Up to 30 Years
- Female Candidate Preferred
- Should be comfortable with Field work