

## **Client Acquisition Manager (Sales)**

**Reporting to:** Business Manager - Sales

**Accountability:** Client Acquisition, Client Relationship management and Revenue Generation

### **Roles and Responsibilities:**

- 0 Effectively engaging with the clients and generating the set targeted revenue
- 0 Analyzing, differentiating and converting clients from hot prospects
- 0 Calling prospective clients and engaging with them to maximize sales
- 0 Focusing on building long-term relationship with the clients
- 0 Ensuring that the client information is maintained and updated in CRM
- 0 Conducting market research and keeping up-to-date with the knowledge of market
- 0 Taking initiatives and prioritizing tasks effectively to deliver business results
- 0 Ensuring high customer retention through customer service and relationship
- 0 Escalating the burning issues at the right moment to the direct reporting manager

### **Qualifications and Experience**

- 0 B.E./ B.Tech (Any Stream) or MBA
- 0 Experience of working in BFSI sector would be an added advantage
- 0 NISM X L1/L2 or NISM XI certification would be an added advantage

### **Knowledge**

- 0 Strong Communication skills
- 0 Proficiency in using MS Office (Word, Excel, Power Point etc.)
- 0 Proficiency in local language (Hindi)

### **Skills**

- 0 Excellent analytical skills
- 0 Negotiation Skills
- 0 Able to handle situations diplomatically
- 0 Aggressive and passionate at work
- 0 Able to work well in teams and drive the teams whenever needed
- 0 Should be self-motivated and able to motivate others
- 0 Good decision making ability
- 0 Adaptable to dynamic and fast paced work environment
- 0 Ability to handle stress

**CTC - 3.03LPA + Performance based Incentives**

**Location - Indore, M.P.**