

Account Manager

LUCKNOW, Uttar Pradesh, India 17 hours ago · 37 applicants

✓ Onsite

✓ Fulltime

0 of 10 skills match

 Easy Apply

Save

About the job

Job Summary :

We seek an experienced Sales Account Manager to manage and grow our compressor sales business. The ideal candidate will have a strong background in sales, excellent communication skills and the ability to build strong relationships with customers.

Basic Qualifications

- Experience: 5-8 years
- Qualification- BE/B.Tech(Mechanical)/MBA will be an advantage

Travel & Work Arrangements/Requirements

As per business needs

Key Competencies

- Sales background(Compressor would be of added advantage)
- Diversified experience in Direct sales, distribution sales minimum 5-8 years
- Services sales experience
- Adequate sales process knowledge
- Should be competent to acquire new customers, convert competition customers
- Communication skills
- Business presentation skills
- Basic sales presentation skills

Responsibilities

- Responsible for driving partnership and business growth with Ingersoll Rand ITS customer Managing Direct sales and services offerings
- Managing distribution branch of Ingersoll Rand
- New customer acquisition
- Product Knowledge
- Customer & Competitor Insights
- Customer CRM
- Build Trusting Relationships

- Customer value creation-
- New Account Acquisition
- Market/Industry Awareness
- Opportunity Management
- Account/Relationship Mgmt.
- After Market Growth