

TRUGlobal Inc.

<https://www.truglobal.com/job/business-development-manager-2/>

Description

Account Manager (US Business)

- **No. of positions** : 2
- **Job Code** : TG_IND_2670
- **Location** : Bangalore, India
- **Experience** : 8-10 Years

Duties And Responsibilities: Master Degree

- Reaching out to existing accounts & strengthening relationship
- Generate new leads and direct clients for IT Staffing / Managed Services
- Responsible for increasing headcount, revenue and gross margins from existing clients.
- Cold calling & developing prospective accounts
- Building a sales pipeline for the account.
- Meet existing and new decision makers
- Develop target account plans and execute on the account plan to deliver maximum revenue potential

Desired Skills And Experience:

- 8-10 years sales or account management experience in Staffing / Managed Services.
- Demonstrated ability to develop customer relationship management, consultative and negotiation skills.
- Track record of consistently over-achieving target in current and past positions. Competitive, team player, self-starter attitude with a desire to win.
- Have sold professional services or software to C/V/D-Level executives.
- Must be an outgoing person, who would enjoy meeting people & has good business acumen

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