

<b>Job Title:</b>	Customer Success Manager	<b>Department/Group:</b>	Customer Success
<b>Location:</b>	Bangalore	<b>Level/Salary Range:</b>	Mid-level
<b>Position Type:</b>	Full-time, Contract	<b>Will Train Applicant(s):</b>	Product, Market and Internal tools/CRMs

### Account Executive Job Description

#### IS THAT YOU?

We are searching for experienced Customer Success Manager who can recognize opportunities and turn leads into long-lasting partnerships. With their extensive product knowledge and understanding of industry trends, Account Executives will communicate directly with clients and prospects, understand their individual needs, and recommend products or services that maximize value. Account Executives may also assist in developing sales strategies and establishing quotas. You should be an adaptable, knowledgeable multi-tasker with strong computer and communication skills.

#### ROLE AND RESPONSIBILITIES

- Build and maintain lasting relationships with clients and partners by understanding focus and needs, and anticipating them in advance
- Coordinate internal and external resources to expedite workflow
- Manage communication between upper management and employees
- Stay current with company offerings and industry trends
- Oversee and achieve organizational goals while upholding best practices

#### QUALIFICATIONS AND EDUCATION REQUIREMENTS

- 5-7 years of experience in business role and working with senior management
- Degree in Business or related discipline
- Proficiency in Microsoft Office and CRM software, with aptitude to learn systems

#### PREFERRED SKILLS

- Ability to manage multiple accounts while seeking new opportunities
- Ability to understand client needs, and negotiate costs and services
- Willingness to travel as needed to meet with clients and prospects