

About The Company

Weather Risk Management Services Pvt. Ltd. is leading global provider of climate risk management services. We call ourselves "Climateers" who provide innovative products and services that help solve the climate related problems of individuals, entities and governments. Managed by Professionals from premier institutions of the country such as IIT, IIM and ICAI, company takes pride in being most innovative company in our area of work.

Senior Relationship/Account Manager

Job Description

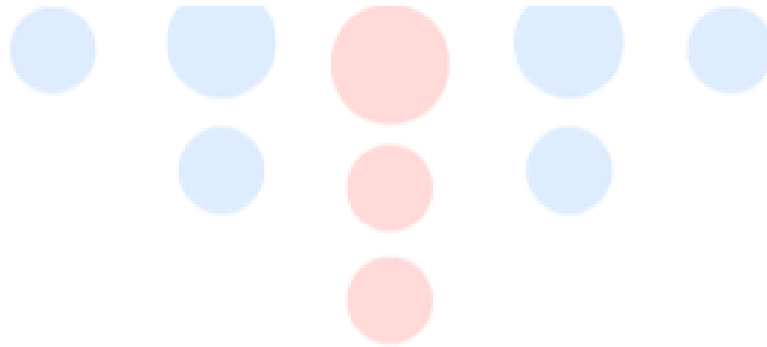
- Responsible for generating revenue from company's resources through affiliate marketing and managing sales of products
- Assist seniors to grow business through providing intellectual inputs on market insights, vertical solutions & competitive landscape in the client base.
- Renewal, Cross Sale, Up Sale to existing clients from database.
- Focused for high in revenue generation and renew the existing clientele.
- Effective handling of all business development activities, analyzing market trends & establishing healthy & prolonged business relations with clients
- Should be skilled in charting out sales plans and contributing towards enhancing business volumes & growth
- An impressive communicator with honed interpersonal, team building, negotiation, presentation, convincing and analytical skills. Ability to think out-of-the-box and contribute ideas towards achieving business excellence
- Keen customer centric approach with skills in addressing client on priorities and resolving escalations, thereby attaining their delight and high compliance scores
- Developing new streams for revenue growth & generating business from the existing clientele to achieve business targets; Building and maintaining healthy business relations with clients and ensuring their satisfaction by achieving delivery & service quality norms
- Client servicing of the existing client base and Business development of the potential one's.
- **Dealing with Corporate Clients.**

Job Requirements

- 5 years of account management experience, must have handled large corporate clients.
- Should be willing to service/manage large corporate accounts (Revenue per account - > Rs.20 Cr), managing a team of 100 people around the country
- Should be willing to travel around the country to build and train teams and set processes in place for client
- Very good academic background with good command on spoken and written English/Hindi/Any other regional language will be preferred

Location

Chennai & Mumbai



WEATHER
RISK