

**Position: Key Account Manager – Architecture Solutions**

**Mode:** Full Time

**Position Type:** Senior Associate Level | Sales Role

**Location:** Delhi

**No. of Positions:** 1

## **About COMPANY**

**THE COMPANY** is a fully owned subsidiary of the French B2B Services Group. The group operates in the construction, industry, and agriculture sectors.

**With over 1300 employees spread throughout 50 locations worldwide, THE COMPANY is a recognized leader in digital transformation across the construction, manufacturing, and infrastructure sectors. At COMPANY, we are dedicated to helping the construction and manufacturing sectors realize their digital potential.**

### **Position Overview:**

As a Key Account Manager- Architecture Solutions, you will be responsible for managing and expanding relationships with our largest and most strategic clients, ensuring their needs are met and their expectations are exceeded. You will act as the primary point of contact for your accounts, working closely with internal teams to deliver tailored solutions that drive client satisfaction and business growth.

## **Brief synopsis of your role and responsibility:**

- **Account Management:**
  - Develop and maintain deep relationships with key stakeholders or decision makers in assigned enterprise accounts.
  - Serve as the primary point of contact for enterprise clients, addressing their needs and concerns effectively.
  - Understand clients' business objectives, challenges, and industry trends to provide tailored solutions.
- **Sales Strategy:**
  - Develop and execute account strategies to achieve sales targets and drive revenue growth.
  - Identify and pursue new business opportunities within existing accounts.
  - Collaborate with internal teams to ensure alignment of solutions with client needs.
- **Client Engagement:**
  - Conduct regular meetings and business reviews with clients to discuss performance, opportunities, and future needs.
  - Provide insights and recommendations based on market trends and client feedback.
- **Contract Negotiation:**
  - Lead contract negotiations and close deals to secure long-term partnerships.
  - Ensure contract terms are beneficial and aligned with company policies and objectives.
- **Collaboration:**
  - Work closely with product managers, and customer support team to ensure the delivery of exceptional client experiences.
  - Provide feedback to internal teams based on client interactions and industry trends.

**Qualifications required:**

- Bachelor's or master's degree from a top-tier institution
- B.E Civil/ B.Arch./ Construction Management will be an added advantage.
- 5-8 years' experience in a key account manager or in a similar role within the **Architecture** sector.
- Strong understanding of sales principles, negotiation tactics, and account management best practices.
- Excellent communication, presentation, and interpersonal skills.
- Ability to think strategically and analyse data to drive decisions.
- Proven track record of meeting or exceeding sales targets.
- Proficiency in CRM software (e.g., Salesforce) and MS Office Suite.
- 

**Remuneration & Benefits**

- Package: Up to 15 LPA (Negotiable based on qualifications & experience)
- Additional Benefits:
  - Medical Insurances (Self / Family), PF, Gratuity
  - Reimbursements: SIM, Local Conveyance, Travel