

Key Account Manager role at Arkance IN

“Unleash your sales powers, join our winning team”

About ARKANCE

ARKANCE is a fully owned subsidiary of the French B2B Services Group Monnoyeur. Founded in 1906 the Monnoyeur group operates in the construction, industry, and agriculture sectors.

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

In India - ARKANCE IN (Formerly known as Capricot Technologies) is a team of Architects, Engineers and Construction Professionals helping our clients with digital transformation. We have Pan-India (New Delhi, Bangalore, Mumbai, Hyderabad) team of 250+ tech-savvy, inspired and dedicated professionals to help the industry in bridging the gap between technology and its practices.

For more details visit our website: <https://arkance.world/in-en>

Why Join Us?

- **Lead a pioneering team** in a dynamic and innovative environment.
- Competitive **salary and benefits** package.
- Opportunities for **professional growth and development**.
- **Collaborative and supportive work culture**.

Position: Key Account Manager

Mode: Full Time

Position Type: Senior Associate Level | Sales Role

Location: Mumbai & Bangalore

No. of Positions: 2

Position Overview:

We are seeking a dynamic and results-oriented Key Account Manager to lead our sales efforts for a diverse range of software solutions, including offerings from Autodesk, Bentley, Adobe, and our proprietary intellectual property (IP) at Arkance. The ideal candidate will have a proven track record in managing key accounts, driving sales growth, and building long-term client relationships.

Brief synopsis of your role and responsibility:

- **Account Management:** Develop and maintain strong relationships with key clients, understanding their needs and ensuring high levels of customer satisfaction.
- **Sales Strategy:** Create and implement effective sales strategies to promote and sell software solutions from Autodesk, Bentley, Adobe, and Arkance's own IP.
- **Market Analysis:** Conduct market research to identify new business opportunities and trends within the software industry.
- **Proposal Development:** Prepare and present compelling proposals and product demonstrations tailored to the specific requirements of clients.
- **Collaboration:** Work closely with internal teams, including marketing, product development, and customer support, to align efforts and optimize client experiences.
- **Performance Tracking:** Monitor sales performance against targets, providing regular reports and forecasts to management.
- **Negotiation:** Lead contract negotiations, ensuring favourable terms for both the client and the company.
- **Networking:** Attend industry events, conferences, and trade shows to expand professional network and promote our software solutions.

Qualifications required:

- Bachelor's or master's degree from a top-tier institution
- 5-8 years' experience in a key account manager or in a similar role within the **Design Software** 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