



We're Hiring!

Key Account Manager

We are looking for a skilled **Key Account Manager** to oversee the relationships of the company With its corporate clients. The candidate will be responsible for obtaining and maintaining Long term key customers by comprehending their requirements.

The ideal candidate will be apt in building strong relationships with strategic customers. He will be able to identify needs and requirements to promote our company's products & achieve mutual satisfaction. The goal is to contribute in sustaining and growing our business to achieve long-term success.

RESPONSIBILITIES :

- Develop trust relationships with a portfolio of major clients to ensure they do not turn to Competition
- Acquire a thorough understanding of key customer needs and requirements
- Expand the relationships with existing customers by continuously proposing solutions that meet Their objectives
- Ensure the correct products and services are delivered to customers in a timely manner
- Serve as the link of communication between key customers and internal teams
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Play an integral part in generating new sales that will turn into long lasting relationships
- Prepare regular reports of progress and forecasts

REQUIREMENTS :

- Proven experience as **key account manager**
- Experience in sales and providing solutions based on customer needs
- Strong communication and interpersonal skills with aptitude in building relationships with professionals of all organizational levels
- Excellent organizational skills
- Ability in problem- solving and negotiation

JOB LOCATION

Karachi (Head office)

MINIMUM EDUCATION

BSC/ B.E / MS (Preferred certified engineer)

Gender: Male

Minimum Experience : 5-6 Year

If you believe that your professional profile is well suited to this position, please send resume to jobs@aptinverex.com with the email subject title: **KEY ACCOUNT MANAGER**

