

10-9-2021



# WE ARE HIRING!

## KEY ACCOUNT MANAGER



### RESPONSIBILITIES:

- Develop trust relationships with a portfolio of major clients
- 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 appropriate 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 client 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 in sales (on-grid) with EPC & Consultancy clients.
- 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
- Presentation & demonstrating skills

**JOB LOCATION:** Karachi (Head office)

**EDUCATION:** BS / B.E / MS (certified engineer)

**GENDER:** Male

**EXPERIENCE:** 4-5 Year

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

**LAST DATE:** September 30th, 2021

