

Job Title: Key Account Manager at Markolaser

Location: Bengaluru/ Chennai/ Hyderabad/ Gurugram

Job Type: Full-time (Min 3-5 yr. experience)

About Markolaser: Markolaser is an innovative laser engineering brand of Spinks World. Our machines are used in a variety of industries, such as automotive, electrical, aerospace, medical and jewelry. Every day at Markolaser is filled with exciting and challenging opportunities to help create new machines. We are committed to ensuring our customers have the best experience with our machines and services.

Job Description:

We are looking for a skilled Key Account Manager to oversee the relationships of the company with its most important clients. You will be responsible for obtaining and maintaining long term key customers by comprehending their requirements and service efficiency.

The ideal candidate will be apt in building strong relationships with strategic customers. You will be able to identify needs and requirements to promote our company's solutions and 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 long term relationships.
- Acquire a thorough understanding of key customer needs and requirements.
- Expand the relationships with existing customers by continuously proposing new 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 to internal and external stakeholders using key account metrics.
- Well versed in using CRM & ERP.

Requirements:

- Bachelor's Degree/ Master's/ PHD in Mechanical/ Mechatronic/ Electrical Engineering.
- Proven experience as **key account manager. (2-5 yrs.)**.
- 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 negotiations.

We offer a competitive salary, commission-based compensation, and benefits package. If you are a motivated individual with a passion for Industrial Laser machines and automation sales, we encourage you to apply for this exciting opportunity.