

Account Manager - Airtel

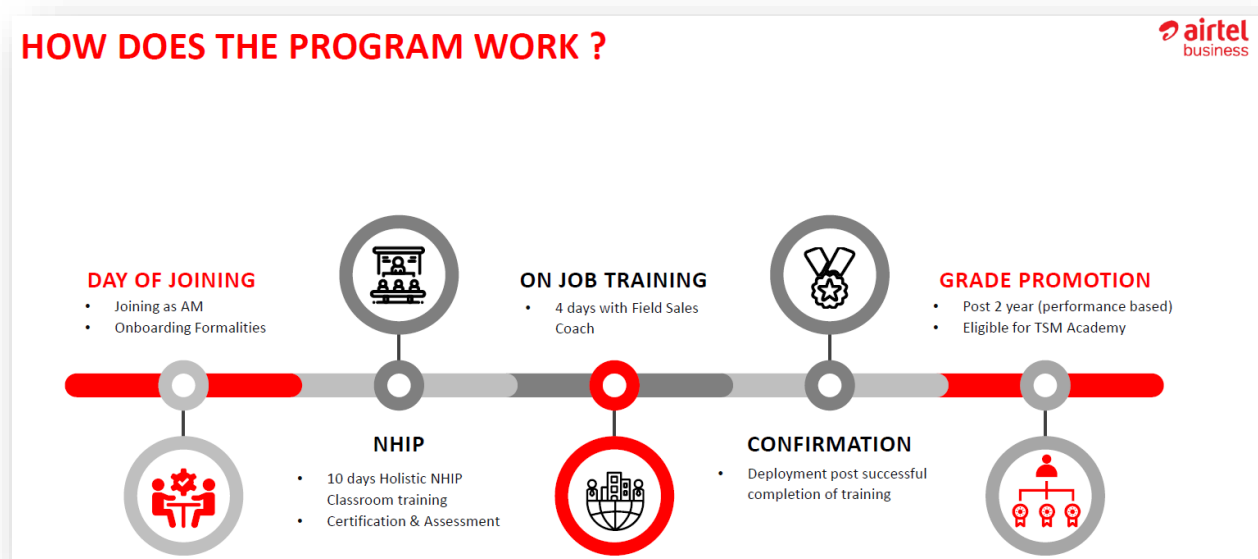
About the role:

The shortlisted students will be given “Account Managers” role and will be deployed in top 100 B2B towns spread across circles where there is highest concentration of SMB business. These are typically our top metros, state capitals and Tier 2/3 top towns.

Qualification/Eligibility criteria for Account Managers:

B.Com/BA/B.sc/BE/B.Tech/BBA/MBA/Any Graduates

Synopsis of their journey:



Desired Skills & Knowledge:

- Good knowledge of Telecom and Computer networks
- Independent Problem resolution skills
- Should be willing to work in the field with Smart Phone, two-wheeler, and driving license.
- Excellent communication skills
- Organized and self-motivated

Job Description:

Job Description	
Job Title: Account Manager	Level: Executive
Function: Emerging Business	Location: Chennai/Mumbai/Bangalore/Pune/Hyderabad
Reporting to: ZSM	Skill: B2B sales (Field work)
About Bharti Airtel	
<p>Bharti Airtel Limited is an Indian global <u>telecommunications</u> services company based in <u>New Delhi, India</u>. It operates in 16 countries across <u>South Asia</u> and <u>Africa</u>. Airtel provides <u>GSM</u>, <u>3G</u>, <u>4G LTE</u> and <u>VoLTE</u> mobile services, fixed line broadband and voice services depending upon the country of operation. Airtel had also rolled out its <u>VoLTE</u> technology across seven telecom circles namely Mumbai, Maharashtra and Goa, Madhya Pradesh, Chhattisgarh, Gujarat, Andhra Pradesh & Telangana, Karnataka, Tamilnadu and Kolkata in India and should roll out the technology in rest circles by end of March 2018.^[6] It is the <u>largest mobile network operator</u> in India and the <u>third largest in the world</u> with over 386 million subscribers.</p>	
Job Description	
<p><u>Purpose of the Job</u></p> <ul style="list-style-type: none">• The responsibility of the role holder is to ensure sales and service in his territory to deliver Data (Internet Bandwidth, MPLS, Cloud etc.), Voice (Postpaid), Broadband and Fixed Line Business in the assigned territory. Front-end the relationship with customer from Airtel side and become the single point of contact for customer for all three lines of business.• Ensure Customer Market Share (CMS) and Revenue Market Share (RMS) growth in both existing and new accounts.	
<p><u>Key Deliverables</u></p> <ul style="list-style-type: none">• Deliver Data, Voice, and Fixed Line installation as per assigned targets• New account break-in (hunting) for Data, Voice, and Fixed Line.• Cross-sell multi-product lines in existing and new customer• Build & maintain healthy funnels for all three Lines of Business with earmarked levels of maturity• Be aware of competition plans & collect insights for market intelligence• Monitor competitions, customer offerings and planning sales interventions for different classes of clients.	
<p>Role details:</p> <ul style="list-style-type: none">• Build and maintain strong, long lasting client relationships• Negotiate and close orders/contracts to maximize revenue• Develop new business through upsell and cross-sell with existing clients• Ensure timely and successful delivery of our solutions as per client needs	

Process of Interview:

- Round 1: AMCAT TEST
- Round 2: ZSM Round
- Round 3: HR Round

Remuneration:

CTC- 4 LPA + 30000 Travel Allowance + Other allowances (Metro)