

Job Title: Key Account Manager - Automotive Dealerships (Field)

Location: NCR - Delhi, Gurgaon, Noida, Ghaziabad, Faridabad

Position Overview:

- Seeking dynamic, experienced Key Account Manager (KAM).
- Focus on building and maintaining dealership relationships.
- Drive sales, increase market share, ensure customer satisfaction.

Key Responsibilities:

1. Dealer Relationship Management:
 - Cultivate trust-based relationships.
 - Act as the primary point of contact.
 - Collaborate with dealership management.
2. Sales and Revenue Generation:
 - Develop strategic plans to sell our services such as RC transfer, Insurance, Finance, Digitalisation, Vahancheck and Service History
 - Identify upselling/cross-selling opportunities.
 - Negotiate pricing agreements and contracts.
3. Market Analysis and Strategy:
 - Stay updated on industry trends.
 - Conduct market analysis regularly.
 - Collaborate for tailored strategies.
4. Support:
 - Coordinate issue resolutions.
 - Conduct performance assessments.
5. Reporting and Analysis:
 - Maintain accurate records using CRM.
 - Generate regular reports on performance.
 - Analyse sales data for optimization.

Qualifications:

- Bachelor's degree in any field .
- Driving Licence with two wheeler .
- Good communication and negotiation skills.
- Willingness to travel and work autonomously.