

ABM Manager In Netflix – Jobs For Freshers – Job Change For Freshers

Hiring organization
Netflix

Job Location

India
Remote work from: IND

Date posted
February 28, 2024

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Valid through
31.08.2024

Base Salary

USD 18 - USD 25

APPLY NOW

Qualifications

12th/Graduate

Employment Type

Full-time

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Description

ABM Manager In Netflix

The Account Business Manager (ABM) plays a pivotal role in building and nurturing strong relationships with our key enterprise accounts. You'll be responsible for driving new business opportunities, managing existing client relationships, and ensuring exceptional customer service. This role offers a dynamic and fast-paced environment where you can leverage your strong communication, business acumen, and relationship-building skills to contribute to Netflix's continued growth.

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Responsibilities:

- Develop and implement strategic account plans to acquire new business and expand existing accounts.
- Manage and maintain strong relationships with key decision-makers at client organizations.
- Provide exceptional customer service by proactively addressing client needs and inquiries.
- Conduct market research and competitor analysis to identify new business opportunities.
- Collaborate internally with cross-functional teams (Sales, Marketing, Content) to ensure a seamless client experience.

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Netflix Careers

Skills:

- Proven experience in B2B sales, with a strong track record of exceeding targets.
- Excellent communication and interpersonal skills, with the ability to build rapport and trust with clients at all levels.
- Strong analytical and problem-solving skills, with the ability to identify and develop solutions to client challenges.
- Proficient in CRM software and other relevant applications.
- Ability to work independently and manage multiple priorities in a fast-paced environment.

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