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Swiggy Hiring In Jobs – Private Jobs – ABM Manager In Swiggy

Hiring organization
Swiggy

Job Location

India
Remote work from: IND

Date posted

February 22, 2024

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Valid through

31.08.2024

Base Salary

USD 15 - USD 24

APPLY NOW

Qualifications

12th Pass/Graduate

Employment Type

Full-time

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Description

Swiggy Hiring In Jobs

As an ABM Manager at Swiggy, you'll play a crucial role in driving strategic account growth and expansion. You'll be responsible for building and nurturing relationships with key accounts, identifying and seizing new business opportunities, and ultimately exceeding revenue targets. This is a dynamic and challenging role that demands a proactive, results-oriented approach, and offers the opportunity to make a real impact on the growth of Swiggy.

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Responsibilities:

- Develop and execute strategic account management plans for assigned accounts, ensuring alignment with overall business objectives.
- Build strong relationships with key decision-makers at accounts, understanding their needs and challenges.
- Identify and qualify new business opportunities within existing accounts, driving incremental revenue growth.
- Negotiate and close contracts, ensuring alignment with commercial terms and profitability goals.
- Manage and coach a team of ABMs, providing guidance and support to achieve individual and team targets.
- Analyze market trends and competitor activity, identifying opportunities to

gain competitive advantage.

- Stay updated on industry best practices and trends in account-based marketing.

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Swiggy Careers

Skills & Qualifications:

- Minimum of 5 years of experience in account management, preferably within the B2B SaaS or e-commerce industry.
- Proven track record of exceeding sales targets and achieving revenue growth.
- Strong understanding of the account-based marketing (ABM) methodology.
- Excellent communication and interpersonal skills, with the ability to build rapport and trust with clients.
- Ability to negotiate effectively and close deals.
- Strong analytical and problem-solving skills.
- Proficient in CRM and marketing automation tools.

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