



<https://cielhr.com/careers/account-manager/>

Account Manager

Description

Manage Key Clients (pan-India) of Ciel HR in the IT Staffing business and be responsible for the end-to-end Account Management of these clients.

Be the face of Ciel HR in the market, especially for the key accounts

Be the Single Person responsible for growing the business of IT Contract/ Perm Staffing in scale and scope with key clients in the IT Services and Products industry

Develop Account Plans with the Account Manager and work towards achieving the same.

Set up meetings within our existing and new clients to increase the IT staffing business.

Handle targets on Gross Profit (Revenue), contract resource numbers (on boards)

Manage the Client relationship by good account management practice and grow the business share from the key clients.

Work with Delivery/Recruitment, Operations & Payroll teams to ensure clients (Existing and new) are serviced immediately and efficiently

Work with the 60 offices of Ciel across India and ensure coordination on delivery and acquisition of clients spread across pan-India

Uphold the brand of Ciel and Ma Foi in the market and ensure customer satisfaction

Experience

3+ years [Must be from the Recruitment & Staffing Industry.

Skills

- Experience in managing large key clients in the IT Contract staffing business
- Account Mapping- Know about the intricacies of the clients from top to bottom, their subsidiaries, the ones relevant to us etc.
- Specific experience in IT or IT Contract/ Perm Staffing industry involving handling of large enterprise clients' staffing needs with end-to-end responsibility including Recruitment, HR Operations and Revenue management through Client engagements
- Front end Client management is a must
- Recruitment team handling experience will be a plus
- Excellent English Communication skills – written and oral
- Knowledge about the current market trends especially IT industry related to staffing services
- Proven ability to handle revenue targets and onboarding targets is a must

Hiring organization

CIEL HR

Employment Type

Full-time

Work From Option Available

Job Location

Bangalore

Base Salary

₹ 7 - ₹ 8 LPA

Date posted

October 17, 2024