

Key Account Manager

Cyber Security Business | Experience:4-8 Years



Key Skills:

Business sales, Marketing, selling, Tender procurement process, knowledge of IT & security services, system integration, Accounts management across enterprise/corporate verticals, cost modelling, tenders, governance frameworks, team development, customer service,



Key Responsibilities:

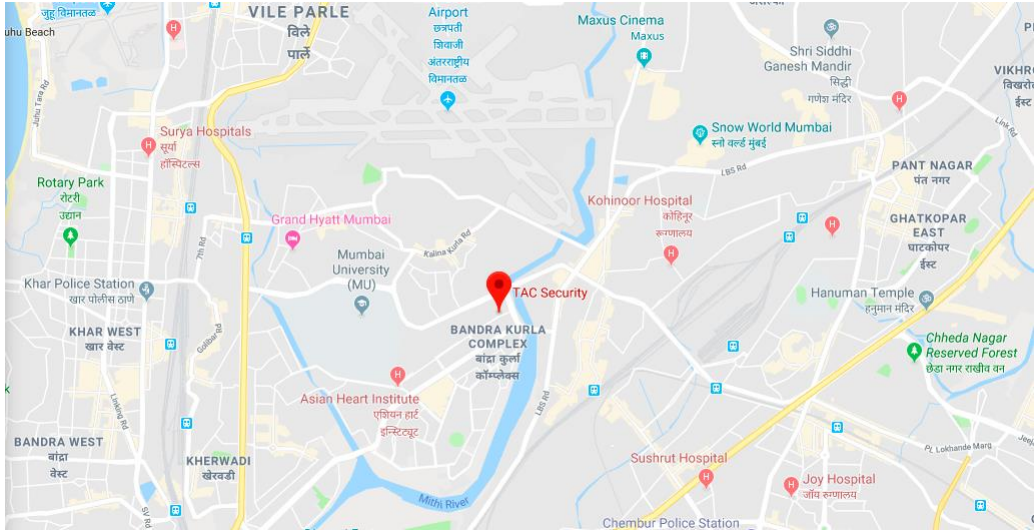
- To plan and execute all aspects of the business development initiatives.
- To achieve monthly, quarterly and yearly targets established by the Head.
- Focus on generating new leads with the aim of creating more sales via calls, references, bids etc.
- Handling Business Proposals, tracking of existing PO's, invoices.
- Communicating with prospective clients and follow ups& build sales Pipeline.
- To set up appointments with clients and set up meetings.
- To prepare and send sales proposals and quotations to clients.
- Share sample demo reports and certificates with clients when required.
- Maintaining customer relationships and ensuring customer loyalty through excellent customer service as well as meeting all client needs appropriate to their business.
- Participate in formulating important business development strategies.
- To maintain accurate records and generate various relevant reports/documents for Sales/Marketing Department.
- To provide report to management on all business development activities &Lead's.
- Open to collaborate internally & externally to generate more sales leads.
- Responsible for acquiring new business either by growing the existing accounts by width &depth of IT Services as well as by opening up new large accounts.

Preferred Qualification:

Degree in IT, CSE,

- Familiar with Market Standards & Sales.

Location:



- **Mumbai, INDIA**

#13, 1st Floor, Pinnacle Corporate Park, Near Trade Tower

Bandra Kurla Complex (BKC), Bandra East, Mumbai, Maharashtra 400051

To learn more about TAC Security, visit: www.TACSecurity.com

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About TAC Security

TAC Security is a leading and trusted cyber security consulting partner that specializes in securing the IT infrastructure and assets of the leading enterprises and governments globally.

TAC Security protects ₹1 Trillion transactions every year through its Artificial intelligence (AI) based Vulnerability Management Platform ESOF (Enterprise Security in One Framework)

