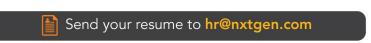






• MBA – Fresher / 6 Mo -1 Yr Experience • Inside Sales / Account Management





Customer Life Cycle Manager

NxtGen is hiring for an energetic and self-motivator Customer Life Cycle Manager to identify and follow-up opportunities at Bengaluru office. Interested candidates who excellent communication and negotiation skills can apply hr@nxtgen.com with the job title.

Primary Qualifications -

- ➤ MBA Fresher / 6Mo-1Yr EXP.
- Inside Sales / Account Management
- > Ability to work in a team to meet aggressive goals and pre-defined metrics requirements

You will be responsible for -

- > Developing creative pitches and propositions aimed at specific industry sectors
- > Identifying opportunities, producing quality leads, and booking appointments for the sales force

- Managing the database to a high degree of accuracy to ensure targeted marketing activity
- > Negotiating commercial terms within set guidelines
- Manage daily activities on CRM
- Manage the entire life cycle of a customer / accounts
- Fixing up meetings for the sales team to achieve sales objective
- ➤ Liaising effectively with all departments within Olive for meeting customer requirements
- > Contributing to the team performance by sharing and implementing Best Practice Ideas