

Position	Management Trainee
Experience	MBA Fresher (Marketing/Operations)
Salary	Upto 7 Lacs
No. of Positions	2
Mode of Work	Work From Office

Job Description:

GeekyAnts is seeking a highly motivated and dynamic individual to join our team as a Management Trainee. The candidate will be responsible for managing leads, pre-sales activities, and client accounts. They will play a crucial role in building and maintaining strong client relationships, increasing business volume, managing legal and financial aspects, and facilitating cross-functional team communications.

Roles & Responsibilities:

- Taking care of end-to-end sales and client journey
- Consult, understand and relate to client's need
- Excellent verbal and written communication
- Build and maintain strong, long-lasting client relationships
- Serve as the lead point of contact for all customer account management matters
- Negotiate contracts and close agreements to maximize profits
- Develop trusted advisor relationships with key accounts, customer stakeholders, and executive sponsors
- Ensure the timely and successful delivery of our project according to customer needs and objectives
- Clearly communicate the progress of monthly/quarterly initiatives to internally Develop new business with existing clients and/or identify areas of improvement to meet sales quotas
- Forecast and track key account metrics (e.g. quarterly sales results and annual forecasts)
- Prepare reports on account status
- Estimating and negotiating estimates with the client

Requirement (Key Skills):

- Undergraduate degree in Information Technology/ Computers (Preferred)

**Education Qualification: MBA Fresher (Marketing/Operations)
2024 Passout**