

Shobhit Tiwari

Key Account Manager at i2k2 Networks (P) Ltd

Experience

Key Account Manager at i2k2 Networks (P) Ltd

November 2013 - Present (1 year 8 months)

- Solicit new business from existing clients, maintain relationships, gather intelligence, follow-up on inquiries, and provide appropriate information to existing clients. Upsell and promote i2k2 services to assigned client accounts.
- Develop knowledge of company's offerings, past successes with the assigned accounts. Communicate ideas/information regarding competitive strategy, gather and communicate market/competition intelligence to managers.
- Handling accounts of the well-known brands in the market.
- Handling queries, complaints and ensuring in time customer support for prospects and clients.
- Account Management of Live Projects (Acquired customers) through constant monitoring, interactions and feedback's.
- Managing Projects by Liaising with the client and technical team to ensure tuning of clients' applications/servers to perfection.
- Maintain all client activity records and also maintain any other documents/spreadsheets with relevant information on sales activities.

Sales Account Manager at Practo

October 2011 - October 2013 (2 years 1 month)

- Managing a Team of 4 People.
- Achieving targets provided by the company through Sales every month.
- Achieving individual as well as team's target.
- Maintaining Customer Relationship and solve their Queries.
- Meeting the clients and giving them the demonstration about the software.
- Give training to them during the trial period and close the sale.

Sales Account Manager at Comcon Technologies Ltd.

September 2010 - September 2011 (1 year 1 month)

- Meeting Existing Clients for there feedback about the products & services..
- Giving them presentation about products and services for up selling.
- Maintaining customer relationship.
- Handling a team of 4 people.
- Maintaining database & achieving targets provided by the company.

Skills & Expertise

Business Development

Key Account Management

Cloud Computing

Sales

Relationship Building

Education

Kendriya Vidyalaya

High School, 2010 - 2011

Amity Business School

Master of Business Administration (M.B.A.), Marketing & IT/Operations, 2008 - 2010

Maharana Pratap Engineering College

Engineer's Degree, Electronics & Communications, 2004 - 2008

Grade: 1st

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[Contact Shobhit on LinkedIn](#)