

Job Title: Key Account Manager

Location: Mumbai

Company: Culinary Compass

About Us

Culinary Compass is a consulting company that helps restaurant brands grow and succeed on online ordering platforms like Zomato and Swiggy. We partner with food & beverage businesses to optimize their product quality, operations, and digital strategy, ensuring long-term and sustainable growth. Our approach combines data-driven insights with deep industry expertise to unlock the full potential of restaurant brands.

Role Overview

We are looking for a proactive and strategic Key Account Manager (KAM) to manage and grow key client relationships. The ideal candidate will act as the bridge between Culinary Compass and partner brands—ensuring performance, driving growth, and delivering measurable results across digital channels.

Key Responsibilities

- Manage end-to-end relationships with partner brands across multiple platforms (Swiggy, Zomato).
- Develop and execute growth strategies based on sales data, customer insights, and platform metrics.
- Track performance KPIs such as sales growth, conversion rates, ROI, and customer retention.
- Coordinate with internal teams (data, operations, and creative) to ensure seamless execution of brand plans.
- Identify new business opportunities and expansion areas for existing accounts.
- Prepare monthly and quarterly business reviews for key clients.
- Build long-term relationships with stakeholders by providing actionable insights and consistent communication.

Requirements

- Bachelor's or Master's degree in Business, Marketing, or a related field.
- 1–2 years of experience in Key Account Management, Brand Management, or Growth roles.
- Strong analytical mindset with hands-on experience in using data for decision-making.
- Excellent communication, presentation, and client-handling skills.

- Proficiency in Excel, Google Sheets, and platform dashboards (Swiggy/Zomato).
- Passion for the **food & beverage industry** and digital growth.