

**Company :** Cogno AI  
**Company Name :** Cogno AI  
**Nature Of Business :** IT/Software  
**Designation :** Key Account Associate  
**Tentative Job Location :** Currently remote, eventually Mumbai  
**Essentially the Job requires you to identify cross-selling and up-selling opportunities within our existing Enterprise Clients. This includes the following activities:**

1. Mapping the right use-cases with the stakeholder for each of our existing clients.
2. Setting up the initial meeting with the corresponding stakeholders, possibly with the help of the Sales Point of contact from our team.
3. Showcasing the demo of our Products and explaining the use-cases to the clients.
4. Answering the most common questions related to the Product, use-case, Technical Architecture, Product Security, etc.
5. Establish client relationships through constant follow-ups.
6. Coordinating with various teams within the client - Business, IT, Information Security, etc.
7. Completing the Sales cycle by getting the Purchase Order and the Agreement signed. The focus will remain on cross-selling and up-selling within existing clients only.

**Other Important Points:**

1. Identify the various use cases of our product for a particular client and target them accordingly. From reaching out to the stakeholder, till the date of invoice completion, you will be the single point of contact with them.
2. Achieving revenue (MRR) targets.

	Program	AE	BSBE	CE	CHE	CSE	EE	ES	ME	MSE	PHY	CHM	MTH	ECO	DES	IME	CGS	HSS	EEM	MSP	NET	PSE	Stats
<b>Eligibilty :</b>	BT	Yes	Yes	Yes	Yes	Yes	Yes	--	Yes	Yes	--	--	--	--	--	--	--	--	--	--	--	--	--
	BS	--	--	--	--	--	--	Yes	--	--	Yes	Yes	Yes	Yes	--	--	--	--	--	--	--	--	--
	MT	No	No	No	No	No	No	No	No	No	--	--	--	--	--	No	--	--	No	No	No	No	--
	DoubleMajor	Yes	Yes	Yes	Yes	Yes	Yes	--	Yes	Yes	Yes	Yes	Yes	Yes	--	--	--	--	--	--	--	--	--
	dual	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	--	--	--	--	--	--	--	--	--
	dualB	Yes	Yes	Yes	Yes	Yes	Yes	--	Yes	Yes	Yes	Yes	Yes	Yes	--	Yes	--	--	Yes	--	Yes	Yes	--
	dualC	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	Yes	--	--	--	--	--	--	--
	Mdes	--	--	--	--	--	--	--	--	--	--	--	--	--	No	--	--	--	--	--	--	--	--
	MBA	--	--	--	--	--	--	--	--	--	--	--	--	--	--	No	--	--	--	--	--	--	--
	Phd	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No	No
	MSc	--	--	--	--	--	--	--	--	--	No	No	No	--	--	--	--	--	--	--	--	--	No
	MSR	No	No	No	No	No	No	--	No	No	--	--	--	--	--	--	No	--	--	--	--	No	--

**Cost to Company :** INR 10 LPA  
**Package Details :** Fixed component: INR 8 LPA  
Performance variable: Up to INR 2 LPA  
**Bond :** True  
**CPI CutOff :** 0.0  
**Bond Details :** 6 months; INR 1,00,000  
**Medical Requirments :**  
**Resume Shortlist :** True  
**Resume Shortlist Criteria:** Skill set  
**Aptitude Test:** False  
**Group Discussion:** False  
**Technical Test:** False  
**Technical Interview:** True  
**Technical Interview Duration:** 1 hour  
**Number of Techincal**

**Interview  
Rounds:  
HR  
Interview:  
HR  
Interview  
Duration:  
Additional  
Information:**

**True**

**45 mins**

**Assignment and 1 day Cogno AI Experience**