

Job Description

Role / Position Title	Key Account Relationship Manager
Grade	Manager and Below
Designation	Key Account Relationship Manager
Reporting Manager	Lead – Partnerships

Job Summary –

The candidate will be responsible for managing Strategic Key Accounts under STPL business line, the candidate will play pivotal role in driving the agendas as per the requirements of business.

Objective and Scope of the Position –

- The objective is to have focus by managing limited strategic partners for deeper engagement.
- The profile will play pivot role in contributing business, new customer base and create visibility of the brand by partnering with major platforms.

The candidate will have scope to elevate self to a key strategic individual driving objective of the organization.

Detailed Role & Responsibility of the Position –

- **Business Development** – Deeply engage with the partners that are live and drive initiatives for increase in income and hygiene.
- **Partnerships & Alliances** – Identify & onboard new Strategic partners for Digital business.
- **Partner Onboarding lifecycle** – The candidate will become a connect between the tech and stakeholders of both the parties to achieve the requirements for partnership.
- **Product Development** – The candidate will coordinate with product team to design as will be required by the partner for business.
- **Drive Fee Income** – The candidate will be responsible for cross sell business income with the strategic partners and suggest product team for increase in income line.

- **Identify Opportunities** – Find new opportunities to enhance business opportunities by strategically deep in the existing relationships and evaluate new opportunities.
- **Project Management** – Will be part of the responsibilities to drive new initiatives, identify new propositions.
- **Strategic & Annual Plans** – Work on creating strategies & annual business projections, track and deliver as per organization's goals.
- **Regulator & Compliance Management** – Adherence to regulatory & compliance requirements.

Requirements –

A.) Professional Experience:

- Min 5 Years of experience.
- **Should have prior experience in Business development and Key Account Management.**
- The person should have an understanding of P&L.
- Excellent in negotiations and stakeholders management.
- Should have basic knowledge of regulatory & compliance requirements.
- Should be able to understand data and apply basic analytics over it to identify the right set of customers & their preferences.
- The person must be a go getter & able to work in a high paced environment.

B.) Education Background:

- Should have minimum MBA degree
- Preferable in having project management certification
- Analytical understanding will be an added advantage