



TECNIA INSTITUTE OF ADVANCED STUDIES

GRADE "A" INSTITUTE

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Ref. No: TIAS/TP/Campus/Notice/2023-24/162

Date:1.02.2024

Dear All,

Please find an option for consideration. Interested candidates are required to register on the link latest by 02/02/2024.

Link to Apply:- <https://forms.gle/DHEDtgJNP736RF3X9>

Company Name:- Astrotalk

Eligibility:BBA-2023 Passed out & 2024 Passing Batch

Profile:Client Relationship Executive

Salary Package: 2.4 - 3.6LPA

Location: Work from home

About Astrotalk

Hey! We are building the coolest astrology brand. We help people connect with genuine astrologers so that they can make informed decisions in life, thereby reducing mental stress. We spread positivity in the world by letting people know their full potential.

We are the world's largest astrology brand by revenue and have served more than 30 million customers across the globe. We are proud to be the first mover, the most innovator and also the trend setter to make astrology cool, sexy and more appealing to the younger generation. Yes, 85% of our customer base is in the age group of 25-35 & are the most educated people from the metro cities.

Join us at Astrotalk for exponential growth as we are growing by 30% quarter on quarter. And we feel we have just scratched the surface of a trillion dollar industry of mental health and spirituality.

Job Title: Client Relationship Executive

About the role

We are seeking a highly motivated and results-driven Client Relationship Executive with 0-1 years of experience to join our dynamic team. As a Key Account Manager, you will be responsible for managing and nurturing relationships with our key clients, ensuring their satisfaction, and driving business growth. This is a work-from-home role.

Key Responsibilities:

Client Relationship Management:

- Develop and maintain strong relationships with key clients.
- Understand client needs and objectives to provide effective solutions.
- Act as the main point of contact for key accounts.
- Account Growth and Retention:
- Identify opportunities for account growth and upselling.
- Monitor account performance and implement strategies for client retention.
- Collaborate with internal teams to ensure the delivery of high-quality services.

Strategic Planning:

- Develop account plans outlining key objectives and strategies.
- Work closely with clients to understand their business goals and align our services accordingly.
- Identify opportunities for process improvements and increased efficiency.
- Communication and Presentation:
 - Deliver compelling presentations to clients showcasing our products/services.
 - Communicate regularly with clients to provide updates on account status and address any issues.

Cross-functional Collaboration:

- Provide insights from client interactions to inform product/service development.

Qualifications:

- 0-1 years of proven experience in a Key Account Management role.
- Excellent communication and presentation skills.
- Strong analytical and problem-solving abilities.
- Ability to build and maintain strong client relationships.
- Results-oriented with a focus on achieving and exceeding targets.

Location: Work from home

Salary Package: 2.4 - 3.6LPA

Note: This job description is not exhaustive and may be modified as per the organisation's needs.

All the best

Thanks & Regards,



Dr. Nivedita
Head - Training and Placement Cell