**Job Description – Key Accounts Manager**

|  |  |
| --- | --- |
|  | |
| **Position Title:** | **Key Account Manager** |
| **Company/Location** | 3D Future Technologies Pvt. Ltd. |
| **Brand:** | Flash Orthodontics |
| **Reports to:** | CEO/National |
| **Location:** | Mumbai /Delhi |

|  |
| --- |
| **2. Company Overview** |
| Flash Orthodontics, a brand of clear aligners from 3D Future Technologies Pvt. Ltd. The company has ambitious & aggressive plans with a vision to be a major player in Clear Aligner segment. To Know more about us login to <https://flashorthodontics.in>, it’s a subsidiary of the ADOR Group – (established in 1908 with its core businesses in Industrial Products & Services). More at - [www.adorgroup.com](http://www.adorgroup.com) |

|  |
| --- |
| **3. Role** |
| Manage a group of important consumers (Key Accounts) to achieve designated sales targets through the implementation of appropriate and unique strategies. |

|  |  |
| --- | --- |
| **4. KPIs (Key Performance Indicators)** | |
| * Establish , maintain, and expand relationships with important clients and will work closely with all internal business units to ensure end to end solutions for customers (Orthodontists/dentists) * Creating and funnel of large size dental centres/regional chains and managing the accounts * Accountable for the achievement of numbers and other key metrics relevant to named accounts. * Responsible for retention and upgrade leading to revenue generation & increased share of wallet. * Brand custodian and provide innovative commercial solutions to customer to ensure mindshare   across various levels in the given account.   * Leads the customer’s planning cycle and ensures that the client’s needs and expectations are met by the business. * Active competition mapping and early warning systems to combat competition * Work closely with leadership team and marketing to ensure delivery of high-quality services * Ability to create management reports on time essential basis and sending it to the organisation |
| **5. Profile and Skills** | |
| **Qualifications:**   * MBA from a reputed institution working in healthcare/hospitality/banking industry * Master of Dental Surgery with business management exposure in MNC   **Minimum Experience:**   * Minimum of 5-7 years working experience in Key Accounts /Sales * Working in healthcare/dental industry will be an added advantage   **Specific Skills & requirements:**   * Strong interpersonal , relationship management and communication skills * Business Planning capability and Process centricity. | |