**Job Description – Key Accounts Manager**

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

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| **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) |

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

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| **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
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| **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.
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