



Manpower Requisition

Job title	Manager – Corporate Accounts	Job Code	KTPL - MCA
Department	Marketing	Location	Bangalore

Role & Responsibilities of the position:

1. To work closely with Corporate team at all operators & OEMs to promote Kavveri Business.
2. Manage the Kavveri Sales & Marketing Functions to Corporate accounts for all products.
3. To identify the products required by the Corporate for network enhancement and technology upgrading.
4. Customer interfacing includes customer visits, presentations, workshops and tender responses, as well as the responsibility to gain product approval and other activities as required.
5. Build and maintain relationships with Corporate customers to promote and sell our product range.
6. Coordinate seminars for customers through the Products Specialist at Head Office.
7. Get all Kavveri products approved by the Corporate Technical team.
8. Have market intelligence on competitors pricing and information for various operators
9. Participate in tenders and e-bidding with customers.
10. Be the focal point for formulizing rate contracts and master agreements.
11. Responsible for corporate customer credit management and on time payment collection.
12. Provide guidance and support to the regional managers and technical team at Head Office.

Person Specification

Education Qualification: BE Electronics/Telecommunications	
Work Experience- No. of years: 10 to 14 Telecom Field	Nature of experience:
<p>Essential</p> <ul style="list-style-type: none"> • Good technical knowledge in RF Networks. • Knowledge of corporate customer contacts • Good PR 	<p>Desirable</p> <ul style="list-style-type: none"> • Management Qualification