

Dun & Bradstreet



Position	Strategic Account Manager (Risk Management Services)
Job Description	<p>Key Responsibilities</p> <p>As a Solutions Architect you will work in partnership with Strategic Sales' Relationship Managers and Specialists, to offer strong industry, technical, product and subject matter expertise to Dun & Bradstreet's clients. You will lead efforts to develop marketplace "Share of Mind" and enhance the perception of Dun & Bradstreet as a market and industry leader in product and data integration solutions.</p> <p>Business Development</p> <ul style="list-style-type: none">• New Corporate Acquisition in assigned territory for D&B Products.• Complete Ownership of assigned accounts from Lead Generation to Delivery of final service offering.• Daily reporting of all sales activity.• Achieve revenue through new client acquisition and existing client mining.• Adhere to sales plan like meeting the budgeted number of clients every week, follow up with clients, etc.• Credit control by collecting the outstanding payments. <p>Operations</p> <ul style="list-style-type: none">• Ensure process adherence at all times and error free timely delivery of projects.• Liaising with the operations team for a smooth delivery of the end product and ensuring the service expectations of the customers are met. <p>People Management</p> <ul style="list-style-type: none">• Be a team player

	<ul style="list-style-type: none"> • Will work under the direct supervision of the RM. <p>Primary External Interactions:</p> <ul style="list-style-type: none"> • Decision makers at MNCs, Banks and Corporates. <p>Primary Internal Interactions:</p> <ul style="list-style-type: none"> • Finance, HR, Facility, IT Infrastructure, Heads of Other SBU.
<p>About Dun & Bradstreet</p>	<p>Dun & Bradstreet is 174yr Old US. Based MNC, present Globally, specializing in providing Solutions to corporates and creating valuable relationships through the power of data.</p> <p>Dun & Bradstreet India, headquartered in Mumbai, offers a wide suite of credit information solutions and database services extensively used by banks, financial institutions, multinationals, corporate entities, public sector undertakings, SMEs, exporters and importers. Dun & Bradstreet’s Indian operations started in 1995 and the company has offices in Delhi, Chennai, Bangalore, Kolkata, Hyderabad and Ahmedabad.</p> <p>The Risk Management Solutions business provides organizations with data and insight to increase profitability while mitigating risk, thus helping them gain deeper insights into customer performance, optimize cash flows and understand potential business partners before entering into transactions.</p>
<p>Additional Skillset</p>	<ul style="list-style-type: none"> • Strong interpersonal skills. • Proven selling skills, especially handling key accounts. • Strong Communication and Presentation skills • Highly articulate with excellent business communication (verbal and written) skills and presentation skills suitable for a global corporate environment. • Wiling to travel beyond city limits for the interest of business. • Possesses excellent MS-Excel, MS-PowerPoint and MS-Word skills
<p>Qualification</p>	<p>MBA</p>
<p>Location</p>	<p>Delhi, Mumbai, Bangalore, Chennai, Hyderabad, Ahmedabad, Jaipur & Surat</p>

Compensation	7 -10 lacs fixed +Reimbursement's+ Incentives
Work Experience	Candidates with 2-5 years of prior work experience into B2B/Corporate/Concept/Solution Sales focused on New Corporate Acquisition are preferred.
Contact Person	Interested Candidates may contact Jude Tellis on 9819180772 or send their resume to " TellisJ@dnb.com ".