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| JOB TITLE: | Head of Sales and Client Relations | EXPERIENCE: | 10+ years |
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| Department/Group: | Sales/Market Research | Location: | Noida, India |
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ROLE AND RESPONSIBILITIES

- Lead and manage the sales and client relations teams to drive revenue growth and ensure client satisfaction.
- Develop and execute sales strategies, identify new business opportunities, and expand client relationships.
- Oversee the delivery of market research solutions and ensure high-quality service to clients.
- Collaborate with cross-functional teams to enhance client experience and ensure project success.
- Monitor industry trends and competitor activities to adjust strategies.
- Build and maintain strong, long-term client relationships to encourage repeat business.
- Manage key client accounts, conduct regular meetings, and provide insights to improve client outcomes.

LOOKING FOR SOMEONE WITH

- Bachelor's or Master's degree in Business, Marketing, or related field.
- 10+ years of experience in sales and client management in the market research or consulting sector.
- Strong leadership, negotiation, and communication skills.
- Proven track record of achieving sales targets and building lasting client relationships.
- In-depth understanding of market research methodologies and industry trends.
- Ability to work under pressure and meet deadlines.