

Johnson & Johnson Careers – Fast Job – Key Accounts Manager Job Search

Hiring organization
Johnson & Johnson

Job Location

India
Remote work from: IND

Date posted
May 29, 2024

Base Salary

Rs. 12,000 - Rs. 25,000

Valid through
31.08.2024

Qualifications

Graduate

APPLY NOW

Employment Type

Full-time

Description

Johnson & Johnson Careers – Fast Job – Key Accounts Manager Job Search

Job Description and Requirements

The Key Accounts Manager position at Johnson & Johnson Careers involves managing and developing relationships with key customers to drive business growth and increase sales revenue. The ideal candidate should possess a strong understanding of the healthcare industry, excellent communication and negotiation skills, and the ability to work independently.

Key Responsibilities

The Key Accounts Manager will be responsible for:

- Developing and executing strategic plans to achieve sales targets and expand business with key customers
- Building and maintaining strong relationships with key decision-makers at customer organizations
- Identifying and pursuing new business opportunities to drive growth and revenue
- Collaborating with cross-functional teams to develop and implement customer-specific strategies
- Analyzing market trends and competitor activity to stay ahead of the competition
- Providing exceptional customer service and ensuring customer satisfaction

Education and Experience

The ideal candidate should have:

- A Bachelor's degree in Business Administration, Marketing, or a related field
- At least 5 years of experience in sales, marketing, or account management

in the healthcare industry

- Proven track record of achieving sales targets and driving business growth
- Excellent communication, negotiation, and interpersonal skills
- Ability to work independently and as part of a team
- Strong analytical and problem-solving skills

