

1. Key Accounts Manager

@ Reelo [<https://www.reelo.io/>]

Employment Type: Full time

Location: Ahmedabad

Apply within: 15 days

Salary: 3.5 - 5.5 Lakhs

Experience: 0-2 years

About Reelo

Reelo is a Canva for intelligent customer engagement that enables small and mid-sized retailers with no marketing or technical skills to increase their sales with smart marketing. We're passionate about empowering retailers to compete and succeed in the internet world with remarkably simple and effective customer marketing tools.

Roles & Responsibilities

It's easier than ever to start a retail business, it's harder than ever to grow it.

Specifically, most retail brands have two challenges with growth:

Getting people to make their first purchase.

Getting those people to come back and buy again (and again and again).

That's why we built Reelo — to give businesses a leg-up against competition that's growing by the day. Our B2B platform empowers modern retailers to build a strong brand, get more customers and increase their revenue - all in one place.

Read more on <https://www.reelo.io/>

We are looking for an energetic and driven Key Accounts Manager to accelerate the continued growth of Reelo. As part of the role, you will be responsible for driving new revenue through targeted accounts. This role will drive revenue growth by identifying and working on targeted accounts and the ideal person will be a self-starter, with strong attention to detail and the ability to work in a fast-paced environment.

What you'll do

Acquiring new customers and Negotiating important contracts

Connecting with clients, interacting, and gaining detailed knowledge about their business, identifying the key areas of improvement.

Offering proactive solutions to improve the performance of key metrics.

Identifying opportunities for additional revenue generation, and lead creation for upselling other services provided by Reelo.

Being customer-obsessed and ensuring that the clients are happy with the services provided by Reelo & act as the best promoters of our brand through WOM, brand social media handles, and other promotional activities done by the brand.

Internal coordination: This involves coordinating with all internal stakeholders which include but are not limited to Category managers, Finance, Marketing, supply, and other allied teams.

About You/Requirements & Qualifications

A bachelor's degree in Business administration, marketing or a related field.

Excellent Communicator. You know what to say and more importantly, how and when to say it.

Demonstrated drive to exceed performance expectations and ability to work with change.

Must be a confident, adaptable self-starter who thrives in an empowered, fast-paced environment

Ready to apply

Reelo has a positive, diverse, and supportive culture—we look for people who are curious, inventive, and work to be a little better every single day. In our work together we aim to be smart, humble, hardworking and, above all, collaborative. If this sounds like a good fit for you, why not say hello?

How to Apply

Contact: archana.nair@reelo.io