



 Bengaluru



- MBA – Fresher / 6 Mo -1 Yr Experience
- Inside Sales / Account Management



Send your resume to hr@nxtgen.com

NxtGen
Infinite Datacenter

Customer Life Cycle Manager

NxtGen is hiring for an energetic and self-motivator Customer Life Cycle Manager to identify and follow-up opportunities at Bengaluru office. Interested candidates who have excellent communication and negotiation skills can apply to hr@nxtgen.com with the job title.

Primary Qualifications –

- MBA – Fresher / 6Mo-1Yr EXP.
- Inside Sales / Account Management
- Ability to work in a team to meet aggressive goals and pre-defined metrics requirements

You will be responsible for –

- Developing creative pitches and propositions aimed at specific industry sectors
- Identifying opportunities, producing quality leads, and booking appointments for the sales force

- Managing the database to a high degree of accuracy to ensure targeted marketing activity
- Negotiating commercial terms within set guidelines
- Manage daily activities on CRM
- Manage the entire life cycle of a customer / accounts
- Fixing up meetings for the sales team to achieve sales objective
- Liaising effectively with all departments within Olive for meeting customer requirements
- Contributing to the team performance by sharing and implementing Best Practice Ideas