

<https://abtikservices.com/careers/relationship-manager/>

## Relationship Manager

### Description

This is a full-time on-site role as a Relationship Manager located in Ahmedabad. The Relationship Manager will interact with clients, build and maintain strong relationships with them, and provide business consultation as needed. The Relationship Manager is responsible for identifying potential business opportunities, maintaining a high level of customer satisfaction. This is no Filed work Job.

### Responsibilities

- Understand customer needs and develop plans to address them
- Identify key staff in client companies to cultivate profitable relationships
- Resolve customer complaints quickly and effectively
- Forward upselling and cross-selling opportunities to the sales team
- Promote high-quality sales, supply and customer service processes
- Aim to preserve customers and renew contracts
- Approach potential customers to establish relationships
- Gain solid knowledge of competitors

### Qualifications

- Excellent communication and interpersonal skills
- Ability to build and maintain strong client relationships
- Demonstrated experience in sales and meeting goals
- Strong problem-solving and critical-thinking skills
- Basic understanding of business operations and consulting
- Fresher Can Also Apply for this Position

### Hiring organization

Abtik Services

### Employment Type

Full-time

### Industry

Corporate Sales

### Job Location

Shilp Corporate Park Block B, 209 –  
211, Rajpath Rangoli Rd, Thaltej,,  
380006, Ahmedabad

### Working Hours

10:00 AM To 7:00 PM

### Date posted

April 3, 2024

### Valid through

06.07.2024