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# Example of Manager, Client Job Description

Our company is searching for experienced candidates for the position of manager, client. Thank you in advance for taking a look at the list of responsibilities and qualifications. We look forward to reviewing your resume.

## Responsibilities for manager, client

* Present a monthly contract summary to the Management Team
* Participates in bi-annual account reviews with Sales to identify needs for each account
* Client intelligence & coordination (using market data and street knowledge to identify untapped wallets and define the actions to capture them)
* To manage the assigned Manufacturing accounts to achieve sales target while maintaining a high level of client satisfaction
* Manage accounts and exploits business opportunities to achieve sales targets for major market segment
* Identify opportunities and implement coverage models that will drive high client satisfaction and generate business opportunities
* Establish and maintain good relationship with key decision-makers within the BPO Sectors
* Conducts sales presentation, prepares sales proposals and negotiates with clients’ key executives to win significant sales orders
* Develop and win new competitive accounts in identified segment markets
* Conduct sales presentation, prepares sales proposals and negotiates with customers’ key executives to win significant sales orders

## Qualifications for manager, client

* Strong account management and project management skills are essential
* The ability to deal with people from a broad range of cultural backgrounds
* Strong financial and commercial awareness (to estimate, quote, invoice and track budgets, cost of service and profitability)
* Medium travel
* Considerable experience of working in the market research industry
* Experience of managing research projects