

WE'RE HIRING | ENTERPRISE ACCOUNT MANAGER

THAKSHAN Global Enterprise is hiring for an established organization in the IT & technology sector for an Enterprise Account Manager opportunity in Mumbai.

About the THAKSHAN

THAKSHAN Global Enterprise helps organizations connect with relevant talent through a structured recruitment approach focused on requirement understanding, targeted sourcing, screening and candidate engagement.

About the Organization

An established organization in the **IT products and technology sector**, with operations spanning manufacturing, sales and after-sales service. Its product portfolio includes tablets, biometric systems, desktop computers, servers and security solutions, serving enterprise, OEM and government customers.

If you are passionate about enterprise sales, business development and building strong client relationships, we'd like to hear from you.

Location: Mumbai – Andheri East

Experience: 2+ years

CTC: ₹3.5 – 6 LPA

Industry: IT / Technology

Employment Type: Full-time

What we're looking for:

- Enterprise / B2B sales experience
- IT / technology hardware exposure
- Strong business development and client relationship skills
- New business generation and account expansion capability
- Good negotiation and order-closing skills
- Strong communication and sales orientation
- Go-getter attitude and willingness to learn

Key responsibilities:

- Map organizations and identify new business opportunities
- Generate and close new business
- Build and maintain relationships with key customers
- Identify customer expansion and account-growth opportunities
- Develop sales plans for assigned accounts
- Prepare monthly and quarterly sales plans

- Drive OEM sales initiatives and manage OEM contract opportunities

Register – Please register your profile on <https://www.thakshan.com/careers>

Send your updated CV to: jobs@thakshan.com

Subject: Application – Enterprise Account Manager – Mumbai

Interested or know someone who could be a good fit?

Please share this opportunity with relevant candidates in your network.

THAKSHAN Global Enterprise

Building People. Empowering Business.

#Hiring #WeAreHiring #EnterpriseSales #AccountManager #B2BSales

#BusinessDevelopment #ITJobs #SalesJobs #MumbaiJobs #MumbaiHiring #Thakshan

POSTER / CREATIVE TEXT

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