

**POSITION:** Key Relationship Manager (X6)

**REPORTS TO:** Head of Sales (Government/Corporate Accounts)

**OBJECTIVE OF THE POSITION**

- Seek out new business opportunities for BTC clients while advising them on solutions that best fit their needs.
- Ensure organic and inorganic growth in the BTC client base and revenue.
- Responsible for Customer retention and business growth within account portfolio.
- Act as the point of contact for BTC and champion Customers' needs within BTC.
- Develop and maintain strong customer relationships.

**QUALIFICATION**

- Degree in Business Administration/Business Management/Information Systems/ICT or equivalent.

**EXPERIENCE**

- 5 years' account management experience in a successful company of an emerging market environment.
- Experience in fixed-mobile convergence and on the sale of communications solutions to corporate Customers is an added advantage.

**LEGAL CERTIFICATION / PROFESSIONAL MEMBERSHIP**

- Certified Inside Sales Professional (CISP).
- Membership of a relevant professional association will be an added advantage