



Power *your*
possible

Key Account Associate

Equifax is where you can power your possible. If you want to achieve your true potential, chart new paths, develop new skills, collaborate with bright minds, and make a meaningful impact, we want to hear from you.

Synopsis of the role

The **Key Account Associate** role is responsible for achieving revenue targets by acquiring new logos and handling existing customers through driving sales of different products, ensuring that we exceed customer expectations and providing excellent customer service and support.

What you'll do

- Develop trust relationships with a portfolio of Key clients to ensure they do not turn to competition
- Acquire a thorough understanding of key customer needs and requirements
- Expand the relationships with existing customers by continuously proposing solutions that meet their objectives
- Ensure the correct products and services are delivered to customers in a timely manner
- Serve as the link of communication between key customers and internal teams
- Resolve any issues and problems faced by customers and deal with complaints to maintain trust
- Play an integral part in generating new sales that will turn into long-lasting relationships
- Prepare regular reports of progress and forecasts to internal and external stakeholders using key account metrics
- Support the analytics division with lead qualification, presentations, proposals, sales strategies, and competitive information to provide impactful sales support
- Developing high quality and impactful demonstrations, proof of concepts, prototypes, and other pre-sales assets to represent EFX as experts
- Create customizable analytics solutions to address requirements/constraints of different clients
- Own and maintain response/knowledge repositories
- Responsible for reviewing and proofreading proposals, responses, and client presentations for quality, cohesiveness of win themes, accuracy of content

What experience you need

- Should possess experience of 2 to 4 years of B2B Sales with key customers and providing solutions based on customer needs

- Experience in a Public Sector Banks / Private banks/ NBFC and/or financial services institution and/or IT software / solutions organization
- Experience of handling Fintech and Insurance companies

What could set you apart

- Should have ability to translate client’s business problems, requirements and challenges into analytics solutions
- Maintain knowledge of industry trends – research competition and updates on analytics field trends
- Good understanding of key banking processes within Banking and Non Banking Financial services organizations
- Good understanding of financial and bureau products
- Excellent interpersonal skills with aptitude in building relationships with professionals of all organizational levels
- Excellent planning and prioritization skills
- Ability to drive consultative sales
- Ability to negotiate and bring deals to closure

Note:

1. Currently we work on a Hybrid model. It is mandatory for employees to work from the office every Tuesday, Wednesday and Thursday.
2. Every employee will have to complete background verification by a third party before joining us. Hence, please ensure all documents related to your qualification, work experience (duration mentioned in certificate should match with CV) etc. are correct and available.
3. List of documents to be shared for verification will be informed at the time of offer.
4. CTC for sales positions is split into Fixed Pay (70%) and Variable Pay (30%).
5. Variable Pay is split into 4 quarters. On achieving the quarterly target, 70% of the variable pay will be paid every quarter and the balance 30 % will be retained.
6. 30% balance retained over the 3 quarters will be paid at the end of the year after taking everything into consideration.

Experience	2 to 4 years
Location	Bangalore
CTC	12 LPA (Including 30% Variable)

We offer hybrid mode of working, comprehensive compensation and healthcare packages, attractive paid time off, and organizational growth potential through our online learning platform with guided career tracks.

Applicants may write to saloni.shah@equifax.com

Are you ready to power your possible? Apply today, and get started on a path toward an exciting new career at Equifax, where you can make a difference!