
We create a better world by helping companies become great workplaces.

ABOUT THE ORGANIZATION

Great Place To Work® Institute is a global management research and consulting firm dedicated at enabling organisations achieve business objectives by building better workplaces. At Great Place to Work® Institute, we've spent 25 years tracking great workplaces and learning from their successes.

By surveying millions of employees and studying thousands of businesses, we've created a model for building performance based on trust. It's our contribution to a global shift in businesses that is changing the way the world works.

Our data show that building workplace trust is the best investment any company can make, leading to better recruitment, lower turnover, greater innovation, higher productivity, more loyal customers and higher profits.

Our model provides specific, actionable steps to get organizations there. While clients are the ones to lead their organization on this journey, we provide steady guidance from one of our 58 offices around the world.

Companies of all sizes look to us for our assessment tools, trainings, advisory services, conferences and workshops. The world looks to us to identify the best workplaces through our renowned lists produced by our best workplaces study teams. It's all part of our passion to create a better world by helping organisations become great workplaces.

POSITION: Client Experience Manager

Location: Mumbai/Bangalore/Delhi

Role	Client Experience Manager
Basic Qualifications	Graduate/Post Graduate
Required Experience	Minimum 5 years of experience in sales and business development
Salary	At par with industry standards
Required Competencies	<ul style="list-style-type: none"> • Business Acumen: Ability to design long-term plans for the territory, which is researched and backed by data. • Conceptual Ability • Market Analysis and Sales Ability • Relationship & Experience Management • Eye for detail • Team Management & Collaboration • Project Management
Role and Responsibilities	
<p>Driving Business Development and managing client experience for a region through the following:</p> <ul style="list-style-type: none"> • Responsible for lead generation and business development strategies and processes • Build relationship with CXOs and Business Heads and manage client experience to ensure client retention • Develop expertise in concept selling • Structure solutions for client organizations • Drive at least one strategic initiative for the organization • Spearhead brand-building opportunities in the region • Work closely with internal and external stakeholders to ensure a great client and stakeholder experience • Deliver a presentation in an external forum every Quarter • Present client & market analytics for the region annually • Ability to recommend our products and services in a client context • Logically analyse the advantages of our products/services vis-à-vis others 	

WHY SHOULD YOU APPLY?

- You will be joining our mission to help numerous organizations transform their workplaces and thereby impact industry and society
- You will get the opportunity to learn continuously from the best employers globally
- You will have the opportunity to write articles, address seminars and be known as a thought leader
- You will be a part of a team that passionately believes in and tries to practice the great workplace values of Trust (Credibility, Respect & Fairness), Pride and Camaraderie
- You will get an opportunity to build your individual brand by getting exposed to networks with the CXOs and Head HRs of the best workplaces in India
- You will get to experience a unique and sought-after business model in this space

HOW TO APPLY?

Please reach out to us: in_careers@greatplacetowork.com

To read more about us: <https://www.greatplacetowork.in/>