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

ABOUT THE ORGANIZATION

Great Place to Work® Institute is the global research and consulting authority on workplace culture, that helps organizations identify, create and sustain High-Trust, High-Performance Culture™ at their workplaces. The Institute has crafted its perspective by learning from great leaders, surveying millions of employees, and examining thousands of best workplaces around the globe.

Great Place to Work® believes that all organizations can become great workplaces and hence, highly productive organizations, by fostering trust within the ethos of their culture - referred to as High-Trust, High-Performance Culture™.

The Institute serves businesses, non-profits and government agencies in more than 60 countries and has conducted pioneering research on the characteristics of great workplaces for over three decades. Companies of all sizes look to us for our assessment tools, training, advisory services, conferences and workshops. Great Place to Work® assessment is considered the Gold Standard for workplace culture globally. It's all part of our passion to create a better world by helping organizations become great workplaces.

Every year, Great Place to Work® Institute partners with more than 10,000 organizations and analyses perspectives representing the voice of over 12 million employees around the world. This helps organizations create and sustain a High-Trust, High-Performance Culture™. In India, the Institute partners with around 1000 organizations annually to work towards the mission of 'Making India a Great Place to Work® FOR ALL

The Institutes' research shows that great workplaces are characterized by great leadership, consistent employee experience, and sustainable financial performance. These organizations are able to deliver a consistent experience to all their employees irrespective of their role, gender, tenure or level in the organization. Their leaders believe in the vision of creating and sustaining a Great Place to Work for ALL and role model being 'for ALL' Leaders.

POSITION: Client Experience Manager

Location: Mumbai/Bangalore/Delhi

Role	Client Experience Manager
Basic Qualifications	Graduate/Post Graduate
Required Experience	Fresher/0-3 Years of experience in Sales & Marketing preferably
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 Driving Business Development and managing client experience for a region through the following: <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 have the unique opportunity to drive a pioneering study in the areas of workplace wellness in the country and contribute to make India a healthy place to work.
- 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 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/>