



## JOB DESCRIPTION

### Inviting applications for the **ROLE** Account Manager- College Model

<b>Reports to</b>	Deep Tech Operations Manager
<b>Role Objective</b>	<p>We are seeking a passionate and experienced individual to join our team as an Accounts Manager. This key role focuses on building and maintaining relationships with colleges/ institutions, collaborating with senior leadership team and enhance operational efficiencies for timely delivery of the Project. Lead the establishment of multi-year relationships with colleges, demonstrating flexibility in adapting to their evolving needs. Ensure flawless delivery of programs while strategically cross-selling courses to meet long-term educational and skill-building objectives</p>
<b>Responsibilities</b>  <b>In this role, you will be responsible for:</b>	<p><u>Lead Generation and Client Relationship Management:</u></p> <ul style="list-style-type: none"> <li>• Responsible to handle the existing college tie-ups as well as acquire new associations.</li> <li>• Cultivate and nurture relationships with senior leadership within colleges to understand their needs, challenges and opportunities.</li> <li>• Serve as the primary point of contact, ensuring open communication and a strong partnership between the organization and colleges.</li> <li>• Strategically cross-sell courses and programs to meet the educational and skill-building needs of the community.</li> </ul> <p><u>Efficiency Enhancement:</u></p> <ul style="list-style-type: none"> <li>• Work collaboratively with colleges to identify areas for operational improvement and efficiency in delivering programs.</li> <li>• Implement strategies to enhance processes and initiatives.</li> <li>• Conducting Periodical checks across the geography to ensure the Quality work.</li> </ul> <p><u>Strategic Planning:</u></p> <ul style="list-style-type: none"> <li>• Develop and implement strategic account plans to achieve targets as per the project.</li> <li>• Stay informed about industry trends and collaborate with colleges to explore innovative approaches to education and skill development.</li> <li>• Establish key performance indicators (KPIs) and metrics to measure the success of the strategic account plan. Regularly</li> </ul>

	<p>evaluate and reassess the effectiveness of strategies, making adjustments as needed</p> <p><u>Collaboration with Internal Teams:</u></p> <ul style="list-style-type: none"> <li>• Foster strong collaboration with internal teams, including Operations, Technology team and program development to ensure cohesive and impactful initiatives.</li> <li>• Share insights from colleges to enhance program effectiveness and relevance.</li> </ul>
<b>Desired profile</b>	<ul style="list-style-type: none"> <li>• Post Graduate/Bachelor's degree in any field</li> <li>• Proven experience in account management, client relations, or business development, preferably within the within the Tech Education Academy.</li> <li>• Should be able to work effectively with limited resources</li> <li>• Ability to manage multiple priorities and work in a fast-paced environment</li> <li>• Passion for technology education and a commitment to delivering high-quality training programs.</li> </ul>

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