

# WE'RE HIRING

**Role : Manager/ Sr. Manager – Client Partnerships & Revenue**

**Department : Client Partnerships @ Revenue**

**Location: Noida**



## **Job Description:**

- Responsible for end-to-end account management and query resolution of their clients primarily for news channels.
- Responsible for client query resolution by following meticulous data analysis, preparing comprehensive presentations on the resolution of queries and conducting detailed meetings with the client to engage in substantive discourse concerning the same
- Liaise with internal Market & Business Analytics teams to procure requisite summary data for analysis.
- Ensure timely delivery of solutions/ responses and adherence to standards protocols
- Accountable for ushering in new channels and undertaking the entire onboarding process which entails conducting validation of pertinent paperwork and documentation, commencing the initial invoicing and payment procedures, facilitating the watermark operations and technological setup, thereby managing queries at subsequent stage post ratings release.
- Accountable for efficient management of any client exits or cessation of subscriptions.

## **Job Specifications:**

- MBA with 7-10 years of experience, preferably in News Genre
- Understands Broadcast Ecosystem
- Currently working with a News Channel · Should be familiar with the market and channels, inclusive of their respective histories and patterns, so as to be equipped with the ability to offer insightful perspectives along with data insights

