



<https://jobable.govhelp.in/job/swiggy-recruitment-2024-all-india-jobs-abm-manager-post/>

Swiggy Recruitment 2024 – All India Jobs – ABM Manager Post

Job Location

India
Remote work from: IND

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Base Salary

USD 11,200 - USD 19,200

Qualifications

12th/ Graduate

Employment Type

Full-time

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Description

Swiggy Recruitment 2024

As an ABM Manager, you'll spearhead strategic marketing initiatives for our key enterprise accounts, driving deeper engagement and maximizing their value. You'll be a data-driven strategist, a relationship builder, and a champion for Swiggy's success in your assigned target segments.

Swiggy Careers

Responsibilities:

- Develop and execute personalized marketing campaigns tailored to high-value accounts.
- Identify and analyze customer needs and pain points to recommend relevant Swiggy solutions.
- Manage the entire customer lifecycle, from initial outreach to ongoing relationship nurturing.
- Build strong relationships with key decision-makers and influencers within your accounts.
- Develop and track key performance indicators (KPIs) to measure campaign effectiveness.
- Generate insightful reports and data-driven recommendations for optimizing strategies.
- Stay updated on industry trends and competitor landscape to identify new growth opportunities.
- Collaborate cross-functionally with sales, product, and customer success

Hiring organization

Swiggy

Date posted

January 2, 2024

Valid through

31.08.2024

APPLY NOW

teams.

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Swiggy Jobs near me

Skills:

- Minimum 3-5 years of experience in B2B marketing, ideally within the tech or e-commerce sector.
- Proven track record of success in managing and growing key accounts.
- Strong understanding of ABM principles and methodologies.
- Excellent communication, presentation, and negotiation skills.
- Data-driven mindset with proficiency in marketing analytics tools.
- Ability to work independently and manage multiple priorities effectively.

Important Links **Find the Link in [Apply Now](#) Button**

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