



<https://jobable.govhelp.in/job/tcs-recruitment-2024-latest-job-notification-customer-relationship-manager-post/>

TCS Recruitment 2024 – Latest Job Notification – Customer Relationship Manager Post

Hiring organization
TCS

Job Location

India
Remote work from: IND

Date posted
January 10, 2024

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Valid through
31.08.2024

Base Salary

USD 19,400 - USD 28,500

APPLY NOW

Qualifications

Graduate

Employment Type

Full-time

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Description

TCS Recruitment 2024

As a CRM at TCS, you'll be the frontline ambassador, building and nurturing strong relationships with our global clients. You'll play a pivotal role in driving customer satisfaction, loyalty, and business growth through exceptional service and strategic relationship management.

TCS Careers

Responsibilities:

- Develop and implement comprehensive customer relationship strategies, ensuring client needs are proactively identified and addressed.
- Manage assigned client accounts, providing personalized support and guidance.
- Act as a trusted advisor, proactively identifying and offering solutions to meet client challenges and objectives.
- Negotiate and secure renewals and upselling opportunities, exceeding revenue targets.
- Communicate effectively with diverse stakeholders, both internally and externally.
- Analyze customer data and feedback to generate actionable insights for improving service and retention.
- Stay updated on industry trends and best practices in CRM.

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TCS Jobs near me

Skills:

- Minimum Bachelor's degree in Business Administration, Marketing, Communication, or a related field.
- 3+ years of proven experience in customer relationship management, preferably within the IT or business services industry.
- Strong understanding of CRM methodologies and best practices.
- Excellent communication and interpersonal skills, with the ability to build rapport and trust with diverse individuals.
- Proven ability to negotiate effectively and close deals.
- Strong analytical and problem-solving skills.
- Ability to work independently and as part of a team in a fast-paced environment.
- Proficiency in MS Office Suite and customer relationship management software (e.g., Salesforce, Hubspot).

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

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