

United Arab Emirates Jobs Expertini®

Assistant Manager - Key Account Management (KAM)

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Company: Spocto Solutions Pvt Ltd

Location: dubai

Category: other-general

Dubai, United Arab Emirates| Posted on 02/22/2024 Yubi stands for ubiquitous. But Yubi will also stand for transparency, collaboration, and the power of possibility. From being a disruptor in India's debt market to marching towards global corporate markets from one product to one holistic product suite with seven products Yubi is the place to unleash potential. Freedom, not fear. Avenues, not roadblocks. Opportunity, not obstacles.

Job Description

About Company Spocto (<https://spocto.com/>), a Yubi Company (<https://www.go-yubi.com/>), is a big data analytics company on a mission to revolutionise the digital debt collections industry. Spocto is a fintech company that uses Artificial Intelligence (AI) & Machine Learning (ML) to enhance customer reach, engagement, and interaction; Spocto is a pioneer in disrupting the debt collections industry with intelligence. With proprietary algorithms we strive to bring dignity into the debt collections process, ensuring better customer experience and resulting in improved customer relation and retention. Associated with 30+ Banks-NBFCs & processed over 450Mn Transactions. Our Contactless engagement with the B2B clients has strengthened our relationship with the Top performing banks & NBFCs in India and UAE. As we continue to grow and disrupt the market through our innovative solutions, we are now part of Yubi India's first and largest institutional debt platform that provides full-stack debt infrastructure across discovery, execution and fulfillment. In March 2022 Yubi became India's fastest fintech and most impactful startup to join the unicorn club with a Series B fundraising round of \$137 million. Yubi, is backed by marquee investors like Insight Partners, B Capital Group, Dragoneer, Sequoia Capital, Light Speed and Light Rock, and are the only-of-its-kind debt platform globally, revolutionising the segment.

Roles and

Responsibilities: Reaching out to the said target potential clients and conducting business development activities. Management and record maintenance of governance Policies of Companies and record maintenance of Central Bank's Regulatory Requirement. Preparing framework for the department for compliance with the Central Bank requirement. Securing internal approval on the same Timely Circulation of Legal & Regulatory updates MIS's Ensuring relevant Documents are maintained for renewal of contract with Clients. Understand the debt collections problem statement and suitably pitch Spocto's product offerings to solve for the problem statement. Achieve various milestones and goals set out on a number of client acquisition and revenue targets. Ensure a smooth handover to internal transaction execution team that will execute the delivery of the onboarded client. Requirements 1 to 3 years' experience experience in Key Account Management t preferably someone from collection domain background Self-starter and a faster learner who is willing to push the envelope and has ambitions to scale up a business rapidly. Avid networker, excellent at communication and presentations skills with top-notch customer service approach Graduate and above Exceptional written and verbal communication, #J-18808-Ljbffr

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