



## Quest Diagnostics, Job Description

<b>Job Title :</b>	Key Account Manager – Employer Solutions	<b>Job Family :</b>	Sales & Marketing
<b>Reports To :</b>	Franchisee Head	<b>Grade :</b>	

### Basic Purpose

Prospect corporates for the "Blue Print for Wellness" products. Profile and map corporates for HR Heads, key decision maker, their health and benefit policies Propose and negotiate for employer sponsored sales. The candidate will cover a certain territory for Delhi NCR or key accounts assigned for certain verticals.

### Duties and Responsibilities

- 1) Map the assigned Geography / Key Accounts Assigned for the key decision Makers and influencers in the decision making process. Responsible for the complete prospecting process and regularly meet 25 to 30/ month new organisation decision makers to Quest Diagnostics and Employer services.
- 2) Accountable for the Employee Wellness Testing, Drug and Abuse Testing, Occupation Specific Testing, etc., to meet the needs of the Corporate Employees.
- 3) Regularly report daily calls, weekly key meetings, proposal send outs, etc., to supervisor.
- 4) Meet the accounted business numbers for revenue targets, employees registered and activities executed
- 5) Individually track employer sponsored activities, operational executions, coordination between lab, direct marketing company, and employer coordinator to execute all orders and businesses.
- 6) Responsible for revenue collections, negotiations, and deliverables of what is comitted into the organisation through follow ups and coordination across departments.

### Supervision Exercised

**None in the current defined profile**

### Qualifications

<b>Education Preferred</b>	Graduate with reputed MBA Institute. MNC experience a required Start up / concept/ Solution selling experience/ Experience in meeting HR heads/ CXO level will be advantageous Can be from any industry background (training/ Job portal / HR solutions/ staffing )
<b>Work Experience</b>	5 to 10 years in Sales / Business Development
<b>Other Attributes</b>	Confidence, Positive Attitude, Good Networking & Relationship Skills, Hunger for success