

Akanksha Swain

Key Account Manager

Goal-oriented professional with 1 year of experience in Key Account Manager play a critical role in maintaining strong relationships with key clients. Responsibilities include understanding client needs, aligning solutions, and ensuring client satisfaction, achieving the target service level.



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📞 9348647672

📅 20 January, 2001

WORK EXPERIENCE

Key Account Manager

TCI Express Pvt. Ltd.

09/2023 - Present

Bengaluru/Bangalore, India

Achievements/Tasks

- Demonstrated track record in managing key accounts effectively. Successfully maintained and strengthened relationships with important clients.
- Proficient in sales strategies and providing solutions based on customer needs. Strong communication and interpersonal skills for building relationships at all organizational levels.
- Excellent organizational skills to handle multiple accounts efficiently. Ability to manage complex tasks related to key accounts.
- Skilled in problem-solving and negotiation to address client concerns and streamline processes.

Finance Intern

YAM logistics Pvt Ltd.

08/2022 - 09/2022

Delhi, India

Achievements/Tasks

- Developed the skill of cold calling and employee negotiation.
- Learnt day to day accounting and taxation (TDS & GST) in the organisation.

EDUCATION

MASTERS DEGREE

Srusti Academy of Management
(Autonomous)

11/2021 - 06/2023

Bhubaneswar, Odisha

Courses

- MBA

GRADUATION

Pattamundai degree college

08/2018 - 06/2021

Kendrapara, Odisha

Courses

- B.Com

SKILLS

Proficient with MS office

MIS Report preparation

National key account

Team work

Problem Solving

Customer Satisfactions

Client Management

Time Management

Adaptable

Follow up

CRM

Cold Calling

ERP

CERTIFICATES

Banking and Financial Market: A Risk Management Perspective

Swayam Online course certification

Digital Marketing

Skillup by Simplilearn Online course certification

LANGUAGES

English



Hindi



Odia



INTERESTS

Crafting

Dancing

Singing

Like to interact with new people

Listening music