



(100% subsidiary of Infomo Global Limited, Singapore)

Account Manager & Pre-Sales | Mumbai

About TorcAI

TorcAI, a data science company and global provider of Audience Infrastructure and Programmatic solutions to advertisers, publishers, agencies and innovative technology companies. We provide highly customizable audience platforms, real-time trading systems with machine learning capabilities. TorcAI has provided technology solutions to enterprises in the AdTech and MarTech space enabling them to monetize data assets and bring in competitive technological advantage.

Our platform's strength lies in our ability to re-engineer complex ad and audience tech work flows and bring in efficiencies with an objective to meet business goals. Know more at www.torcai.com.

Roles and Responsibilities

- Work closely with the platform managers and sales team to rapidly connect with customers
- Create a Media Plan/strategy based on the client's requirements
- Build and operate reporting and maintain a database of contacts for the programmatic team.
- Manage successful client/agencies deployments and ensure ongoing high-client satisfaction
- Work cross-functionally with the platform team to set up campaigns for success
- Developing and sustaining solid relationships with key clients/agencies that bring in the most income for the company.
- Addressing and resolving key clients' complaints.
- Acting as the main point of contact between key clients, Sales & Ad Ops teams.
- Communicating and collaborating with the sales, and Ad Ops departments to ensure that key clients' needs are met.

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- Analyzing & Compiling reports on account progress, goals, and forecasts for account teams and stakeholders.
- Developing a thorough understanding of key clients' needs and requirements and preparing customized solutions.

Skill (Tech & Functional)

- Excellent in handling data-driven communication.
- Proven experience in key account management.
- Proficient in all Microsoft Office applications
- The ability to build rapport with key clients.
- The ability to handle multiple client accounts.
- Exceptional customer service skills.
- Excellent communication skills.
- Candidate must be good at making presentation & have thorough working knowledge of excel

Qualification & Experience

- Bachelor's degree in business administration, or related field.
- 3-4 years of relevant career experience.

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