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Account Manager

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Company: WTW

Location: Wouri

Category: other-general

The Role

- Manage and retain a portfolio of clients, ensuring the delivery of high-quality services that meet client needs and expectations.
- Act as the guarantor of service quality, ensuring WTW's services align with client requirements. Enhance knowledge of policy elements to provide informed advice to clients.
- Develop a comprehensive understanding of each client, including their organization, activities, corporate culture, financial environment, businesses, and risks.
- Acquire new clients to expand the portfolio and contribute to business growth.
- Conduct prospecting activities to capture new market shares and opportunities.
- Perform diverse tasks related to client management and acquisition, including customer visits, preparing visit reports, assessing prospects, and summarizing policies.
- Maintain and update the commercial reporting tool (CRM) to track client interactions and progress.
- Promote and propose the company's new products and services to clients.

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