Relationship Manager

Join Dhanzo — Financial Services, Simplified

Location: Gurugram, Haryana | Type: Full-Time, In-Office | Experience: 1–4 Years

ABOUT DHANZO

Dhanzo is an on-demand financial services platform that connects customers with certified experts such as Chartered Accountants and tax professionals. We make it easier for individuals and businesses to access trusted support for taxation, business registration, compliance, and financial planning. At Dhanzo, we are building a customer-focused platform that makes financial services more accessible, convenient, and reliable.

ROLE OVERVIEW

We are looking for a Relationship Manager to connect with customers, understand their requirements, provide suitable solutions, and build strong and long-term customer relationships.

KEY RESPONSIBILITIES

- Connect with customers through calls and other communication channels.
- Understand customer requirements and recommend suitable services.
- Manage relationships with prospective and existing customers.
- Follow up with leads and customers in a timely manner.
- Handle customer queries and provide appropriate assistance.
- Coordinate with internal teams to ensure smooth customer service.
- Maintain accurate records of customer interactions and follow-ups.
- Achieve assigned individual and team targets.
- Ensure a positive customer experience throughout the engagement.

REQUIREMENTS

- 1–4 years of experience in Inside Sales, Tele-sales, Relationship Management, or customer-facing roles.
- Excellent communication and interpersonal skills.
- Strong customer-handling and relationship-building abilities.
- Good persuasion, negotiation, and follow-up skills.
- Target-oriented and proactive approach.
- Ability to work in a fast-paced startup environment.

WHAT WE OFFER

- Opportunity to work with a growing financial services platform.
- Learning and career growth opportunities.
- Performance-driven environment.
- Collaborative and dynamic workplace.

If you are passionate about customer relationships and enjoy working in a target-driven environment, we would love to hear from you.