



## PR/156600 | Key Account Manager – Telecommunication

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1505020

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

November 19th, 2024 11:30

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

Business Level

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Come and join one of the leading worldclass producer of digital power products and solutions that integrates digital and power electronics technologies, developing clean power and enabling energy digitalization to drive energy revolution for a better greener future.

**JOB RESPONSIBILITIES**

- Responsible for the overall management of all strategic and operational customer relationship activities.
- Provide market feedback to the company leadership regarding competitive offerings, prospect needs and generate product and service portfolio development ideas.
- Drive increased revenue and profit to achieve the company's ambitious growth.
- Planning and coordinating the implementation of business plans and the penetration of new markets.
- Communicate with and coordinate various internal departments within and outside the enterprise department.
- Plan and support market branding actions in the enterprise area.
- Attend industry events related to technology forums and industry presentations.
- Track potential competitors and develop alternative strategies.

**JOB REQUIREMENTS**

- Total 8 years of sales experience and 5 years of work experience in Malaysia enterprise business in the public/government sector.

- Possess technical background in ICT, knowledge about Servers, Storage, Networks, Clouds and typical applications in the enterprise environment.
- Experience in working with customers, including CXO, senior managers, IT and procurement departments as well as project teams.
- Experience in working with public sector/government customers, to align sales strategies and solutions.
- Excellent negotiation skills, a proven track record of successfully pitching for new business and increasing revenue through the generation of leads.

---

## Company Description