



PR/157483 | Strategic Account Executive (Architectural Glass Products)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505073

Industry

Civil Engineering and Construction

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:31

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

About Our Client

Our client is a Singapore based company that is dealing with flat glass & architectural glass products, works on selling various glass products to client whereby they are currently on a look for a key account executive due to extension

Job Responsibilities

- Identify and prioritize key accounts, creating tailored account plans.
- Collaborate with cross-functional teams to meet client needs.
- Negotiate contracts, agreements, and pricing with clients.
- Monitor account performance and provide regular reports to management.
- Proactively address client issues and ensure high-level client satisfaction.

Job Requirements

- Bachelor's degree in business, marketing, or a related field.
- Proven experience in account management or a related sales role.
- Excellent communication, negotiation, and problem-solving skills.
- Strong relationship-building and interpersonal abilities.
- Results-driven with a focus on achieving sales and client retention goals.
- Marketing experience in B2B industries

- Working with building products is an advantage

Company Description