



PR/158156 | Sales & Key Account Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505429

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:37

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

Company and Job Overview

In the advanced manufacturing industry, a leading company is seeking a Sales and Key Account Manager to join as a pioneer member in a new start-up division. This role involves driving sales growth, managing key accounts, and collaborating with various departments to meet customer needs and business objectives. The ideal candidate will have a strong background in sales and account management, excellent communication skills, and a proven ability to build and maintain client relationships. This is an exciting opportunity for a professional looking to contribute to a company known for its high-quality products and innovative solutions.

Job Responsibilities

- Sales Targets: Define and negotiate legal contracts with customers to meet sales targets.
- Account Management: Maintain relationships with new and existing accounts to protect and grow business opportunities. Develop key account plans to align resources with company growth objectives.
- Strategic Reviews: Conduct regular strategic account reviews with assigned customers to assess service needs and usage trends. Provide input for strategic planning and technical roadmaps.
- Product Development: Identify the need for new products and collaborate with Marketing, Design Engineering, Manufacturing, and R&D to support new product development initiatives.
- Forecasting: Generate short-term and long-term rolling forecasts for revenue and optimized product/volume mix.
- Marketing Communications: Provide input to the marketing team to support promotional, advertising, and

communication strategies. Conduct market assessments, benchmarks, and competitor analysis.

- **Competition Monitoring:** Benchmark products against competitors and monitor competitive forces. Provide market information and customer expectations to management and initiate corrective actions if needed.
- **Cost Management:** Manage associated costs as defined by the cost center budget and work cross-functionally to achieve budgeted gross margins.
- **KPI Development:** Develop and monitor KPIs to track customer satisfaction and report achievements periodically.
- **Customer Needs:** Identify products, services, and technology roadmaps that meet customer needs and business objectives.
- **Additional Duties:** Undertake any other projects, tasks, and duties as assigned.

Job Requirements

- **Education:** BS degree or equivalent.
- **Experience:** 10+ years of professional experience, including 5+ years in account management, preferably in a similar industry.
- **Field of Study:** Preferably in Mechanical or Business Management with additional commercial courses and training.
- **Industry Knowledge:** Direct working knowledge of industry-specific specifications and quality requirements.
- **Ability to travel** up to 50% of the time.

Benefits

- Opportunities for professional development and career growth.

Apply online or feel free to contact me directly for more information about this opportunity. Due to the high volume of applicants, we regret to inform you that only shortlisted candidates will be notified. Thank you for your understanding.

Company Description