



PR/156600 | Key Account Manager – Telecommunication

Job Information

Recruiter
[JAC Recruitment Malaysia](#)
Job ID

1512084

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 10:25

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