



PR/094663 | Account Manager

## Job Information

### Recruiter

JAC Recruitment Singapore

### Job ID

1515295

### Industry

Electronics, Semiconductor

### Job Type

Permanent Full-time

### Location

Singapore

### Salary

Negotiable, based on experience

### Refreshed

January 14th, 2025 10:22

## 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

### Account Manager (SEA)

#### Broad Description of Role :

The incumbent will be accountable for the generating of sales revenue for the SEA market. He/she is expected to plan timely communication within the customer management structure to create strong awareness of our products to the customers; ensure service levels, quality and safety of our products meets customer expectations. This position requires the incumbent to be technically competent in managing key technical evaluation programs in customer projects.

#### Responsibilities

- Understand customer requirements; market conditions and generate sales revenue forecasts

- Be the key customer interface person to manage both sales project management and customer satisfaction metrics
- Build strong customer relationship to ensure service levels meets customer expectations
- Ensure timely internal communication so that strategies can be developed to optimize market penetration
- Development of key account strategies, management of cross account strategy discussions
- Negotiate and generation of negotiation cost sheet for business and project justifications
- Preparation of quotations including pricing, delivery and payment terms to meets business requirements
- Perform program management leadership role for key technical programs such as competitive evaluations;

**Requirements**

- Holds degree in engineering related fields
- 5 years relevant experience in a sales / marketing roles with knowledge of the semiconductor industry
- Strong negotiation and project management skills and effective customer relationship management skills
- Possess a class 3 driving license and owns a car
- Proficient in MS Office applications, especially spreadsheet/presentation software.
- Ability to interface at all levels of the organization ranging from Senior Management to highly technical professionals with advanced engineering background in Design, Field Applications and Sales staff
- Excellent interpersonal, communication, organizational, and customer service skills.
- Strong leadership skills and willingness to take on stretch assignments.

Catherine Qu  
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Company Description