



PR/158434 | Key Account Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1515563

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 14th, 2025 10:41

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:

A global presence MNC specializing in designing and manufacturing high-grade electronics and electro-mechanical solutions for disruptive Industrial, Medical, and Transportation OEMs is looking for a Key Account Manager.

Job Responsibilities:

- Champion the customer and their voice throughout the factory. Effectively communicate all customer requirements to appropriate departments and ensure the Customer Service Policy is implemented for your customers.
- Prepare and continually update Customer Account Development Plans, achieving agreed targets for sales and profit.
- Review and act on Customer Satisfaction Survey Results where necessary.
- Host customer visits, prepare presentations, and travel as needed to meet with customers.
- Prepare and follow up with customers on quotations, price feedback, and price negotiations.
- Direct the materials sourcing team to resolve sourcing problems for customers.
- Follow up on all start-up activities (NPIs) and conduct scheduled reviews for customer projects to ensure all milestones meet committed dates. Prepare reports for customers and management.
- Prepare business forecasts.
- Work with materials sourcing managers to establish and execute effective customer cost reduction programs.
- Facilitate the customer's interface with all other departments as required.
- Conduct internal customer business reviews effectively.

Job Requirements:

- Excellent interpersonal skills for effective communication at all levels, including senior management, customers at all levels of management, suppliers, and factory personnel.
- Strong project management, business analysis, and sales skills.
- Excellent English language skills, both written and verbal.
- Preferably hold a degree in Electrical, Electronic, or Mechanical Engineering with at least 2 years of experience in contract manufacturing in the electronics and/or plastic injection molding industry.
- Knowledge of tool making/molding is an added advantage.

Benefits:

- Flexi Working Hours
- Competitive Salary Package
- Comprehensive Benefits
- Career Growth Opportunities
- Positive Work Environment

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