



PR/158492 | Technical Key Account Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1516116

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 15th, 2025 01:00

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 fast-growing organization in Industrial Automation with focus in Machine Vision, Deep Learning, IIOT etc is looking for a career minded Technical Key Account Manager to be part of their team. You will be a key part of helping the business to identify challenges to growth as it expands market share in Malaysia and Southeast Asia.

Job Responsibilities:

- Attain individual sales targets by overseeing the complete sales process, from lead generation to service delivery and transaction closure.
- Specific responsibilities include crafting and delivering sales proposals/presentations, liaising with suppliers and stakeholders, and actively seeking new customer prospects through cold calling.
- Nurture customer relationships, understand their buying motivations, and effectively address their needs and desires.
- Collaborate with integrators as a distributor to support customer needs.
- Implement and adhere to the sales plan outlined by management to expand the company's customer base and maintain a strong presence in Malaysia and Singapore.
- Demonstrate creativity and resourcefulness in introducing technology solutions that enhance customer value.
- Continuously enhance product knowledge and review sales activities with the management team on a weekly basis, including progress with prospective customers and plans to meet sales goals.
- Coordinate with the SEA Managing Director to produce regular marketing reports for supplier communication.

- Ability to travel within Malaysia and Singapore as required (10%-20% of the time).

Job Requirements:

- Diploma or Degree in computer, electrical and electronics, mechanical engineering fields, or computer science.
- Demonstrated success in a similar industry with a comparable sales cycle. Experience in formulating and executing territory sales strategies.
- Willingness to travel overseas as required.

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