



## PR/157483 | Strategic Account Executive (Architectural Glass Products)

## 募集職種

## 人材紹介会社

ジェイエイシーリクルートメントマレーシア

## 求人ID

1505073

## 業種

土木

## 雇用形態

正社員

## 勤務地

マレーシア

## 給与

経験考慮の上、応相談

## 更新日

2024年11月19日 11:31

## 応募必要条件

## 職務経験

3年以上

## キャリアレベル

中途経験者レベル

## 英語レベル

ビジネス会話レベル

## 日本語レベル

ビジネス会話レベル

## 最終学歴

短大卒：準学士号

## 現在のビザ

日本での就労許可は必要ありません

## 募集要項

## About Our Client

Our client is a Singapore based company that is dealing with flat glass & architectural glass products, works on selling various glass products to client whereby they are currently on a look for a key account executive due to extension

## Job Responsibilities

- Identify and prioritize key accounts, creating tailored account plans.
- Collaborate with cross-functional teams to meet client needs.
- Negotiate contracts, agreements, and pricing with clients.
- Monitor account performance and provide regular reports to management.
- Proactively address client issues and ensure high-level client satisfaction.

## Job Requirements

- Bachelor's degree in business, marketing, or a related field.
- Proven experience in account management or a related sales role.
- Excellent communication, negotiation, and problem-solving skills.
- Strong relationship-building and interpersonal abilities.
- Results-driven with a focus on achieving sales and client retention goals.
- Marketing experience in B2B industries

- Working with building products is an advantage
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会社説明