



PR/156600 | Key Account Manager – Telecommunication

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

1512084

業種

ITコンサルティング

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

2025年01月22日 04:00

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

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.

会社説明