



## 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

2024年12月24日 10:25

### 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