



PR/158156 | Key Account Manager

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

1512500

業種

その他（メーカー）

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08日 11:01

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

Company and Job Overview

In the advanced manufacturing industry, a leading company is seeking a Key Account Manager to join as a pioneer member in a new start-up division. This role involves driving sales growth, managing key accounts, and collaborating with various departments to meet customer needs and business objectives. The ideal candidate will have a strong background in sales and account management, excellent communication skills, and a proven ability to build and maintain client relationships. This is an exciting opportunity for a professional looking to contribute to a company known for its high-quality products and innovative solutions.

Job Responsibilities

- Account Management: Maintain relationships with new and existing accounts to protect and grow business opportunities. Develop key account plans to align resources with company growth objectives.
- Strategic Reviews: Conduct regular strategic account reviews with assigned customers to assess service needs and usage trends. Provide input for strategic planning and technical roadmaps.
- Product Development: Identify the need for new products and collaborate with Marketing, Design Engineering, Manufacturing, and R&D to support new product development initiatives.
- Forecasting: Generate short-term and long-term rolling forecasts for revenue and optimized product/volume mix.
- Marketing Communications: Provide input to the marketing team to support promotional, advertising, and communication strategies. Conduct market assessments, benchmarks, and competitor analysis.

- **Competition Monitoring:** Benchmark products against competitors and monitor competitive forces. Provide market information and customer expectations to management and initiate corrective actions if needed.
- **Cost Management:** Manage associated costs as defined by the cost center budget and work cross-functionally to achieve budgeted gross margins.
- **KPI Development:** Develop and monitor KPIs to track customer satisfaction and report achievements periodically.
- **Customer Needs:** Identify products, services, and technology roadmaps that meet customer needs and business objectives.
- **Additional Duties:** Undertake any other projects, tasks, and duties as assigned.

Job Requirements

- BS degree or equivalent.
- 5 years of professional experience in account management, preferably in a similar industry.
- Preferably in Mechanical or Business Management with additional commercial courses and training.

Benefits

- Opportunities for professional development and career growth.

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.

会社説明