



PR/158434 | 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

1515563

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03月25日 10:02

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:

A global presence MNC specializing in designing and manufacturing high-grade electronics and electro-mechanical solutions for disruptive Industrial, Medical, and Transportation OEMs is looking for a Key Account Manager.

Job Responsibilities:

- Champion the customer and their voice throughout the factory. Effectively communicate all customer requirements to appropriate departments and ensure the Customer Service Policy is implemented for your customers.
- Prepare and continually update Customer Account Development Plans, achieving agreed targets for sales and profit.
- Review and act on Customer Satisfaction Survey Results where necessary.
- Host customer visits, prepare presentations, and travel as needed to meet with customers.
- Prepare and follow up with customers on quotations, price feedback, and price negotiations.
- Direct the materials sourcing team to resolve sourcing problems for customers.
- Follow up on all start-up activities (NPIs) and conduct scheduled reviews for customer projects to ensure all milestones meet committed dates. Prepare reports for customers and management.
- Prepare business forecasts.
- Work with materials sourcing managers to establish and execute effective customer cost reduction programs.
- Facilitate the customer's interface with all other departments as required.
- Conduct internal customer business reviews effectively.

Job Requirements:

- Excellent interpersonal skills for effective communication at all levels, including senior management, customers at all levels of management, suppliers, and factory personnel.
- Strong project management, business analysis, and sales skills.
- Excellent English language skills, both written and verbal.
- Preferably hold a degree in Electrical, Electronic, or Mechanical Engineering with at least 2 years of experience in contract manufacturing in the electronics and/or plastic injection molding industry.
- Knowledge of tool making/molding is an added advantage.

Benefits:

- Flexi Working Hours
- Competitive Salary Package
- Comprehensive Benefits
- Career Growth Opportunities
- Positive Work Environment

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