



PR/095048 | Assistant Key Account Manager

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1540449

Industry

Tourism

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

May 20th, 2025 12:17

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Assistant Key Account Manager

In this role, your main responsibility is to oversee the top-tier client accounts in the APAC region and act as the primary liaison between the clients and the company.

Key Responsibilities:

- Build and nurture strong, long-term relationships with designated key accounts.
- Work with internal teams to create customized, value-added solutions that meet the client's specific needs.
- Identify and leverage opportunities to upsell, cross-sell, and broaden the business scope with key accounts.

- Formulate and implement strategic account plans to drive revenue growth, retention, and client satisfaction.
- Provide regular updates and reports on key account performance, risks, and growth opportunities.

Key Requirements:

- Bachelor's degree in business, Communication, or a related field.
- Minimum of 3 years' experience in key account management or strategic sales.
- Demonstrated success in establishing and sustaining strong, long-term client relationships.
- Exceptional project management and organizational skills, with adaptability and resilience in a dynamic, fast-paced environment.

Interested applicant please click [APPLY NOW](#)

Do note that we will only be in touch if your application is shortlisted.

Jennifer Maria Hardicar
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Company Description