



PR/158156 | Key Account Manager

Job Information

Recruiter[JAC Recruitment Malaysia](#)**Job ID**

1540765

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 20th, 2025 12:32

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

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.

Company Description