



PR/158811 | Key Accounts Specialist

Job Information

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

1540946

Industry

Other

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 20th, 2025 12:36

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

Our client is a multinational data analytics and market research company located in Kuala Lumpur is looking for a talent with key client/ key accounts management experience to be part of their team. You will play a pivotal role in maintaining and strengthening connections with current clients and re-engaging inactive accounts, aiming to boost the market share and increase sales revenue.

Job Responsibilities

- Strengthen and expand relationships with current clients to increase their business share.
- Reactivate inactive clients by addressing their needs with customized solutions.
- Handle client inquiries, provide quotes, and assess project feasibility.
- Achieve sales targets and performance metrics, collaborating on cost adjustments and updates.

- Manage the entire project lifecycle, from quoting to delivery, and prepare detailed presentations and proposals.

Job Requirements

- Proficiency in English and Mandarin, as this role manages portfolios including clients from Malaysia, Singapore and East Asia regions.
- At least 5 years of professional experience, including 3 years in B2B new business development.
- Experience with intangible products like internet services, SaaS, consultancy, or market research.
- Proficiency in Excel and PowerPoint, with strong proposal creation skills.
- Ability to manage meetings, close deals independently, and willingness to travel as needed.
- To be considered for this role, the relevant rights to work in Malaysia are required. Candidates who require work pass need not apply

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Company Description