



PR/158855 | Key Account Manager (Telco)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1548230

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 6th, 2025 10:01

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 OVERVIEW

Leading integrated telecommunications provider in Malaysia looking for Key Account Manager (Telco).

JOB RESPONSIBILITIES

1. Responsible for customer relationships and projects of the assigned Account.
2. Meet targets for market share, competition and gross profit margin.
3. Build and improve relationships with key decision makers.
4. Deeply understand the telecom industry and identify customer opportunities.
5. Lead or provide high contribution for meeting the annual targets for the Account.

6. Participate in the negotiation strategies; lead the negotiation process and be responsible for the final result.
7. Improve contract terms in line with operation needs.
8. Maintain insight into competitors and be able to provide targeted competitive solutions.

JOB REQUIREMENTS

1. Candidate must possess at least Bachelor's Degree/Professional Degree in Engineering (Computer/Telecommunication), Business Studies/Administration/Management or equivalent.
2. Possess minimum 5 years of working experience preferably in the telecommunication or IT industry as an Account Manager.
3. Familiar with telecommunication solutions.
4. Excellent customer relationship; account management, negotiation, contract management and project management skills.
5. Assertive and possess great passion in sales in the telecommunication industry.
6. Able to work independently and in a dynamic, fast-paced environment.
7. Good communication skills.

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Company Description