



PR/159040 | Key Account Manager

Job Information

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

1548378

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 6th, 2025 12:01

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

A leading manufacturer specializing in precision components for smart devices, automotive electronics, and consumer electronics, committed to innovation and high-quality engineering solutions. We are seeking a Technical Sales Engineer to bridge the gap between technical expertise and customer needs, driving sales and fostering strong client relationships.

Key Responsibilities

- Identify and develop new business opportunities to expand the company's market presence.
- Provide technical consultation, showcasing product capabilities and tailored solutions for clients.
- Collaborate with engineering and product teams to customize solutions based on customer requirements.
- Conduct market research to stay ahead of industry trends and competitor developments.
- Support both pre-sales and post-sales activities, ensuring a seamless customer experience.
- Prepare proposals, negotiate contracts, and drive successful deal closures.
- Deliver training and technical support to clients and internal teams.

Key Requirements

- Bachelor's or master's degree in engineering, Computer Science, or a related field.
- 5+ years of experience in technical sales, preferably in smart devices, automotive electronics, consumer electronics, and battery, motor, or electronic control systems.
- Strong technical understanding of smart devices, automotive electronics, and related technologies.
- Exceptional communication and negotiation skills, with the ability to simplify complex technical concepts.
- Proven ability to develop business opportunities and build lasting client relationships.
- Willingness to travel for client meetings and industry events.

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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Company Description