



PR/159378 | (Japanese Speaking)Key Account Manager (Power & Energy Sector)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1553355

Industry

Petrochemical, Energy

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

July 29th, 2025 10:52

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

Our client is a reputable multinational energy solution provider with a strong regional presence and focus on power plant services. As part of their business expansion into new energy segments, they are seeking a dynamic and technically proficient Key Account Manager for managing and growing relationship with assigned key account within the power plant business.

- Industry: Power Plant

Job Responsibilities: -

Sales & Business Development

- Act as the primary point of contact for assigned customers

- Manage and strengthen long-term client relationships
- Achieve sales targets and maintain a healthy project pipeline (incl. Target Project List)
- Gather insight on customer operational issues, outages, upgrades and equipment needs
- Proactively understand customer requirements and lead promotional efforts
- Support customers with scope of works, preparing budgets and technical/ service proposals
- Develop and manage business partners (traders, service providers)
- Lead and review bidding decisions (Go/No-Go), pricing strategy and risk mitigation
- Prepare and negotiate proposals and commercial terms (with support from Contract Administrator and Technical Unit)
- Ensure internal approvals for quotations offers, and customer order terms
- Manage job handover process to Technical Unit after contract award
- Work closely with Account team on customer credit checks and updates

Project Execution & Coordination

- Assist project team in contract performance, focusing on commercial and cost control aspects
- Ensure project profitability and monitor projects costs with the job leader
- Lead quotation and negotiation for Variation Orders
- Support contract administration and follow up on customer payments
- Participate in field activities if required to fulfil contract obligations

Procurement & Order Management

- Prepare Purchase Requisition and notify relevant teams
- Issues Order Confirmation to Contract Admin and Engineering upon customer confirmation
- Coordinate with HR/ Admin on travel arrangements, accommodation, visa and logistics for overseas tasks
- Serve as liaison to HR for PIT related overseas coordination

Job Requirements:

- Bachelor's degree in engineering or higher
- Not more than 5 years working experience in sales or engineering roles related to power plants or power business
- Prior experience working with technical teams or in client facing sales roles is essential
- Strong interpersonal and customer management skills
- Fluent in English (Spoken and written), Japanese language skills are an added advantage
- Strong teamwork mindset and ability to collaborate across departments and with group companies
- Self-driven and proactive with strong negotiation and coordination abilities

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Company Description