

# マレーシアの求人なら JAC Recruitment Malaysia

## PR/159474 | IP Network Presales Manager

#### Job Information

#### Recruiter

JAC Recruitment Malaysia

Job ID

1555418

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 11th, 2025 03:00

### General Requirements

### **Career Level**

Mid Career

### Minimum English Level

None

### Minimum Japanese Level

None

#### **Minimum Education Level**

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

# **Company and Job Overview**

Leading integrated telecommunications provider in Malaysia looking for IP Pre-Sales Manager to be focused on their strategic alliance partners.

#### **Job Responsibilities**

- Understanding customer network environments and translating needs into tailored solutions.
- · Leverage solution expertise to identify business opportunities through customer insights and engagement.
- Demonstrate proficiency in a wide range of technologies including Network (Router/Switch/Wi-Fi), DCN switches, WAN (NE Router/Backbone), and Network Security solutions.

- Analyze customer requirements and deliver effective, customized solutions that address their technical and business challenges.
- Build and maintain strong relationships with key stakeholders within the customer's technical teams to ensure alignment and long-term collaboration.
- Consistently achieve sales targets, drive sustainable revenue growth, and provide strategic recommendations to enhance account performance and unlock new revenue streams.

#### **Job Requirements**

- Possess at least a Bachelor's Degree, Professional Degree, Computer Science/Information Technology, Engineering(Computer/Telecommunication), Engineering (Electrical/Electronic) or equivalent.
- At least 3 year(s) of sales experience in telecommunication industry or 5 years in related industry with proven track record.
- Experienced in working with large high-profile accounts.
- Excellent public presentation and communication skills. Able to communicate effectively and tactfully with customer and staff at all levels.
- Strong in consultative and insight-based selling experience articulating complex solutions to decision makers and executives.
- · Excellent interpersonal understanding and organizational coordination skills.

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**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