



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

August 19th, 2025 10:19

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

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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#countrymalaysia

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Company Description