



マレーシアの求人なら
JAC Recruitment Malaysia

PR/158434 | Key Account Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1559168

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

October 7th, 2025 06:00

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 & Job Overview

A globally established multinational company specializing in the design and manufacturing of high-grade electronics and electro-mechanical solutions is seeking a Key Account Manager. The company serves innovative OEMs across the Industrial, Medical, and Transportation sectors, delivering cutting-edge solutions that drive disruption and transformation in their respective industries.

Key Responsibilities

- Serve as the voice of the customer within the organization, ensuring their requirements are clearly communicated across departments and that the Customer Service Policy is consistently applied.
- Develop and maintain Customer Account Development Plans, meeting agreed sales and profitability targets.
- Review Customer Satisfaction Survey results and take corrective actions where necessary.
- Host customer visits, prepare impactful presentations, and travel as needed to maintain strong client relationships.
- Manage quotations, gather pricing feedback, and lead price negotiations.
- Collaborate with the materials sourcing team to resolve customer-related sourcing challenges.
- Oversee new product introduction (NPI) activities and conduct regular project reviews to ensure milestones are met; prepare progress reports for both customers and internal stakeholders.
- Prepare business forecasts and contribute to strategic planning.
- Work with sourcing managers to implement effective cost reduction programs for customers.
- Facilitate cross-functional collaboration to support customer needs.

- Conduct internal business reviews to ensure alignment with customer expectations.

Key Requirements

- Strong interpersonal and communication skills, with the ability to engage effectively at all levels—including senior management, customers, suppliers, and factory personnel.
- Proven experience in project management, business analysis, and sales.
- Excellent command of English, both written and spoken.
- A degree in Electrical, Electronic, or Mechanical Engineering is preferred.
- Minimum of 2 years' experience in contract manufacturing, particularly in electronics or plastic injection molding.
- Knowledge of tool making and molding is a plus.

Benefits

- Flexible working hours
- Competitive salary package
- Comprehensive benefits
- Career growth opportunities
- Positive and collaborative work environment

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Company Description