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JAC Recruitment Malaysia

PR/159526 | IT Account Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1559183

Industry

IT Consulting

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

As a visionary and successful company, we specialize in delivering value-added services to a diverse and expansive client base. Our team comprises highly qualified professionals with over a decade of experience in the IT industry, bringing deep expertise and advanced skill sets to every project

Job Responsibilities

- Develop and execute effective sales strategies to drive revenue growth and support overall business objectives.
- Identify new market opportunities and contribute to the development of go-to-market plans.
- Lead, mentor, and inspire the sales team to consistently achieve and exceed targets.
- Provide regular coaching, performance feedback, and implement improvement plans when necessary.
- Conduct performance evaluations and foster a high-performance culture.
- Build and nurture strong, long-term relationships with key clients.
- Understand client goals and challenges to deliver tailored solutions that drive satisfaction and retention.

- Act as the primary point of contact for client inquiries, escalations, and strategic discussions.
- Identify upselling and cross-selling opportunities within existing accounts.
- Develop and maintain strategic account plans to maximize revenue potential and client value.
- Collaborate with internal teams to align solutions with client needs.
- Develop a deep understanding of the company's products and services to effectively communicate their value.
- Stay informed on industry trends and competitor offerings to maintain a competitive edge
- Work closely with the sales team to accurately forecast revenue and client needs.
- Prepare and present regular reports on account performance, pipeline status, and strategic initiatives to senior management.

Job Requirements

- Bachelor's degree in business, Sales, or a related field.
- At least 2 years of experience in account management, ideally within the ICT or technology sector.
- Strong knowledge of Cybersecurity, Infrastructure Networking, Cloud Solutions, and Data Server Solutions is highly advantageous.
- Proven track record of consistently meeting or exceeding sales targets.
- Excellent communication, negotiation, and interpersonal skills.
- Demonstrated leadership abilities with experience in managing and motivating teams.
- Strong analytical and problem-solving skills, with a proactive and results-driven mindset.

#L1-JACMY

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Company Description