



JAC Recruitment

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JAC Recruitment Malaysia

PR/159530 | Account Manager

Job Information

Recruiter

[JAC Recruitment Malaysia](#)

Job ID

1559187

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

Company and Job Overview

Leading integrated telecommunications provider in Malaysia looking for **Account Manager** to be focused on their strategic alliance partners.

Job Responsibilities

- Lead business development efforts for East Malaysia accounts, with a strong emphasis on driving sales, revenue growth, and lead generation.
- Collaborate closely with customers, partners, internal sales support, and service teams to expand opportunities and revenue within designated accounts.
- Serve as the primary owner of key projects, cultivating and maintaining strategic relationships with senior stakeholders, including department directors and CXOs.
- Identify and pursue new business opportunities, building a robust portfolio of key clients across major local and

multinational corporations.

- Develop and implement sales and marketing strategies, supporting the Head of Department in executing impactful marketing initiatives targeted at prospective clients.
- Conduct regular market analysis and provide strategic insights and reports to senior management.

Job Requirements

- Possess at least a Bachelor's degree in any field.
- Minimum of 5 years' experience in the ICT or telecommunications industry, with a strong network of professional relationships.
- Solid understanding of ICT solutions and services.
- Strong interpersonal, organizational, negotiation, and presentation skills.
- Proactive, results-driven, and committed to high standards of execution and integrity.
- Willingness to travel occasionally as required.

#LI-JACMY

#countrymalaysia

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Company Description