



PR/159577 | Regional Key Account Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1559222

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 23rd, 2025 10:50

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

A world-leading manufacturer in the wood-based panel industry is seeking a dynamic Regional Key Account Manager (technical sales) to join their team in Malaysia. This role involves managing and overseeing spare parts sales activities in the Southeast Asia region.

Job Responsibilities

- Proactively visit customer sites across ASEAN to foster strong relationships, promote services and spare parts, and act as Key Account Manager for regional clients.
- Provide expert advice on service and spare parts, leveraging engineering knowledge to support customer needs and drive-up selling opportunities.
- Review service reports and develop strategies that enhance business performance and support new business development within existing accounts.
- Supervise and guide a cross-functional team including service, logistics, and technical specialists to ensure smooth operations and customer satisfaction.
- Travel across countries like Thailand, Vietnam, India, Indonesia, and Pakistan, and participate in training to strengthen product knowledge and technical expertise.

Job Requirements

- Degree in any engineering discipline preferably in E&E/ Mechanical/ Mechatronics/ Manufacturing Engineering or related field.
- Minimum of 5 years of sales experience in the machine manufacturing and plant industry, with the expertise in account management and business development.
- Understanding of sales & distribution with intermediate project management skills.
- Willing to travel extensively for local and overseas business trip.

#LI-JACMY

#countrymalaysia

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Company Description