



PR/159667 | SAAS Sales Account Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1561512

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

October 28th, 2025 05:00

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

Our client, a leading technology service provider, is seeking a driven and solution-oriented Account Manager to join their growing team. This role is pivotal in identifying client needs, conducting effective discovery calls, and supporting the full SaaS sales cycle from prospecting new opportunities to nurturing and expanding existing accounts.

Job Responsibility:

- Own and manage a portfolio of enterprise-level accounts, serving as a trusted advisor and strategic influencer to drive long-term client success.
- Proactively identify and cultivate growth opportunities through business development, product adoption, and professional services engagement.
- Demonstrate deep expertise in monday.com, leveraging its full capabilities to address client challenges and deliver measurable value.
- Lead consultative and investigative conversations with stakeholders across all levels, from operational teams to senior executives, to uncover pain points and co-create impactful solutions.

- Consistently exceed business and growth targets through strategic execution, client advocacy, and value-driven engagements.

Job Requirements

- 2–4 years of experience in B2B SaaS sales, tech consulting, account management, or enterprise consulting, preferably managing large accounts with ACV ranging from \$50K–\$150K.
- Strong ownership and accountability in managing customer relationships and navigating the full sales cycle.
- Excellent presentation and inquiry skills, with the ability to lead engaging and insightful client conversations.
- Clear and concise communicator, adept at handling objections and articulating value propositions effectively.
- Creative and proactive problem solver, demonstrating initiative in addressing client challenges.
- Quick learner with strong product proficiency, capable of mastering features and translating them into compelling solutions.
- Skilled in mapping customer needs to workflows, ensuring alignment between business objectives and product capabilities.

#LI-JACMY
#countrymalaysia

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Company Description