



JAC Recruitment

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JAC Recruitment Malaysia

PR/159772 | Senior Business Consultant

Job Information

Recruiter

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Job ID

1564282

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 30th, 2025 14:00

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 global leader in Information and Communications Technology (ICT) and smart devices, is seeking a Senior Business Consultant with a strong background in the telecommunications industry. The ideal candidate will bring deep expertise and strategic insights in both business-to-business (B2B) and business-to-consumer (B2C) domains, contributing to high-impact consulting engagements and market development initiatives.

Job Responsibility

- **Industry Expertise & Strategic Insight**

Demonstrate deep expertise in 5G, ICT, Cloud, and OTT sectors. Provide strategic analysis and recommendations on Telco 5G challenges and opportunities—including strategy, commercialization, services, user demand, and marketing. Deliver ROI evaluations and proposals from a CXO perspective across both consumer (2C) and business (2B) domains.

- **Executive Engagement & Business Development**

Lead and support CXO-level engagements through seminars, summits, and strategic dialogues to expand 5G business opportunities and drive Telco investment initiatives.

- **Consulting Leadership in MBB/5G Projects**

Manage Mobile Broadband (MBB) and 5G consulting projects with a keen ability to identify core customer concerns. Integrate cross-domain knowledge—including home broadband, cloud services, and adjacent technologies—into impactful and forward-looking business solutions.

- **Consumer Market Analysis & GTM Strategy (2C)**

Analyze network performance, user behavior, service packages, and product offerings to derive insights into MBB/5G network demands. Provide strategic guidance on immersive services such as AR/VR, UHD video, and cloud gaming, and develop go-to-market (GTM) policies and execution plans.

- **Enterprise Market Strategy & Ecosystem Development (2B)**

Conduct in-depth research on national-level 2B policies and industry-specific digital transformation needs across sectors such as agriculture, healthcare, education, manufacturing, retail, and campus environments. Design scenario-based solutions, business models, and ecosystem strategies to foster collaboration between Huawei, Telcos, and industry partners.

- **Customer Experience & Marketing Integration**

Collaborate with marketing teams to design and implement initiatives based on Customer Experience Management (CEM), Service Operation Center (SOC), and Unified Communication (UC) capabilities. Showcase value to customers and continuously generate qualified sales leads.

Job Requirements

- 5–10 years of relevant experience in the telecommunications or ICT industry, particularly in consulting, presales engagement, solution development, or marketing design. Ideal candidates may come from telecom operators (product development/marketing), telecom vendors, or professional consultancy firms

Key Qualifications and Experience:

- Proven expertise in Mobile Broadband (MBB) and LTE, with strong professional insights.
- Solid background in 3G and 4G technologies, especially in Telco Business Consulting or Go-To-Market strategy design.
- Familiarity with B2B industry dynamics and operator opportunities, with deep understanding of at least one vertical industry.
- Experience and insight in Customer Experience Management (CEM) and Service Operation Center (SOC), including Unified Communications (UC) engagement.
- Knowledge of the 5G service ecosystem, with the ability to coordinate and facilitate business development in Thailand.
- Academic qualifications in Electronics Engineering, Computer Science, or Business Administration; an MBA is preferred.
- Strong consulting capabilities, with a mature and professional demeanor, excellent communication skills, and strategic thinking.
- Fluency in English is required; proficiency in Chinese is highly desirable.

#LI-JACMY

#countrymalaysia

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Company Description