



PR/160189 | Key Account Manager – Contract Manufacturing (CNC Precision)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1581807

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 5th, 2026 12:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

A global precision manufacturing and contract manufacturing provider specializing in high-accuracy CNC machining is seeking an experienced Key Account Manager with a strong background in contract manufacturing, preferably within CNC precision machining or high-precision component production. The ideal candidate will manage strategic customer accounts, drive business expansion, and ensure outstanding customer satisfaction through technical and commercial excellence.

Key Responsibilities

- Manage and grow key customer accounts in contract manufacturing, with emphasis on CNC precision machining.
- Serve as the main customer interface, handling communication, project updates, and issue resolution.
- Understand customer technical requirements and align them with Ferrotec's manufacturing capabilities.
- Coordinate with engineering, CNC machining, quality, and production teams to meet delivery and quality expectations.
- Lead RFQs, costing, quotations, and commercial negotiations to support business growth.
- Identify new business opportunities, track market trends, and provide insights to improve competitiveness.

Key Requirements

- Bachelor's degree in Engineering, Manufacturing, Business, or related field.

- Minimum 3–7 years of experience in contract manufacturing, precision machining, CNC components, or related fields.
- Strong understanding of machining processes, tolerances, materials, and manufacturing workflows.
- Proven track record in key account management, project coordination, or technical sales.
- Excellent communication, negotiation, and customer-facing skills.
- Ability to manage multiple projects and work cross-functionally.
- Willingness to travel to customer sites when necessary.

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Company Description