



PR/160371 | Cloud Business Development Manager – MRO Cloud

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1585935

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 19th, 2026 05:00

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

COMPANY OVERVIEW

This Malaysia-based technology provider delivers information and communications infrastructure, cloud solutions, wireless and optical networking systems, and smart devices to support national digitalisation efforts, serving both local and global customers. With operations established in 2001, it plays a major role in advancing the country's connectivity through 3G, 4G, and emerging 5G technologies, while offering data centre, AI, and digital transformation solutions across industries.

JOB RESPONSIBILITIES

- Sales and target driven, meet and exceed sales target. Preferably a hunter and hungry for new business successes, generating new business and expanding footprint for new customer. Explore and identify key account in the defined territory or industry vertical.
- Accelerate customer adoption and customer satisfaction, manage contract negotiations and develop long-term strategic relationships with key accounts.
- Meet assigned sales and revenue targets and strategic objectives.

- Coordinate internal resources including sales, solution, service and manage resources to meet performance objectives and requirements.
- Develop long-term strategic relationships with partners, work with partners to extend reach & drive adoption.
- Lead localized solution development efforts that best addresses customer needs, while coordinating the involvement of partners.

JOB REQUIREMENTS

- Bachelor's degree or higher required.
- Great communication skills, team spirit and a can-do attitude.
- Knowledge of identifying, developing, negotiating, and closing large-scale IT and public cloud technology deals.
- Knowledge of positioning and selling cloud and big data technology in new customers and new market segments.

#LI-JACMY

#countrymalaysia

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Company Description