



## PR/160389 | Key Account Manager- Top multinational Engineering Company

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1585945

**Industry**

Industrial Facilities

**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

**Job Descriptions:**

#### 1. Dealer Management

- Manage and respond to inquiries from dealers across assigned countries.
- Collaborate with dealers to influence end customers by promoting solutions, ensuring specifications are included in approved vendor lists to improve win rates.
- Manage dealer expectations by coordinating with cross-functional teams including Engineering, Quality Assurance, Production, and Procurement to support technical and commercial requirements.
- Actively gather dealer feedback and respond promptly to requests, driving continuous improvement in products and services to meet evolving market demands.

#### 2. Sales Activities & Market Engagement

- Provide sales and technical support for commercial and data center projects within assigned countries.
- Support and execute regional business strategies to increase data center market share and revenue.
- Prepare and present regular reports to management on sales performance, activities, and action plans.
- Pursue and close sales opportunities through dealers and/or direct customer engagement where applicable.
- Meet with customers and dealers to understand their evolving needs and evaluate the strength and quality of business relationships.
- Enhance brand awareness and industry presence through networking activities, including exhibitions, seminars, and other relevant events.

### 3. Business Development

- Identify and develop new business opportunities within the Asia data center market to support long-term growth.
- Build and maintain strong market intelligence on customers, competitors, and industry trends to support market analysis and strategic planning.
- Stay current with industry best practices, standards, and developments through participation in events, seminars, training programs, and review of industry publications and newsletters.
- Support the Business Development Manager and team by establishing relationships with new stakeholders and strengthening regional networks to expand business opportunities.
- Identify and expand penetration into potential industry segments by developing market entry strategies, engaging new partners, securing specifications, and generating inquiries that lead to orders.
- Adhere to and promote company environmental and sustainability practices.

### 4. Product Improvement

- Work closely with engineering and marketing teams to identify opportunities to enhance existing products and marketing materials based on customer feedback, market demand, and technological advancements.
- Collect feedback from clients and dealers and communicate insights to Engineering, QA, and GSC teams to drive improvements in product quality and service delivery.
- Perform additional duties as assigned by management.

### Job Requirements:

- Minimum 5 years of sales experience; experience in genset and/or data center solutions is an advantage.
- Diploma or Bachelor's degree in Engineering or an equivalent technical qualification.
- Proven experience in managing distributors, key accounts, and direct customers is preferred.

#LI-JACMY#statekl

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### Company Description