

PR/160767 | Key Account Manager / Sales Manager - Data Center

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1600884

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 20:00

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

COMPANY OVERVIEW

A leading digital infrastructure provider is seeking a **Key Account Manager** / **Sales Manager** to drive business growth and strengthen customer relationships in Malaysia. This role is responsible for identifying and securing new business opportunities, expanding existing accounts, and managing strategic customer relationships across the data centre sector. Working closely with global sales teams and cross-functional stakeholders, you will lead the end-to-end sales cycle, support strategic accounts, develop commercial proposals, and contribute to market intelligence initiatives. Experience within the data centre, digital infrastructure, cloud, telecommunications, or broader technology sector will be highly advantageous.

JOB RESPONSIBILITIES

- Drive revenue growth through the expansion of existing business and the acquisition of new customers by identifying, developing, and securing new business opportunities.
- Provide continuous support to regional and global sales teams in growing and managing strategic accounts.

- Manage the end-to-end sales cycle, including prospecting, information gathering, solution development, proposal preparation, negotiation, closure, and delivery.
- Build and maintain strategic relationships with both existing and prospective customers, serving as the primary point of contact and trusted advisor.
- Develop and execute sales strategies to identify market opportunities, drive business growth, and monitor industry trends, competitor activities, and market developments.
- Prepare commercial proposals, documentation, RFx/tender submissions, and support commercial negotiations and contract-related activities.
- Collaborate closely with internal stakeholders, including Operations, Engineering, Legal, Finance, Marketing, and other relevant departments to ensure successful project execution and customer satisfaction.
- Represent the organization at industry conferences, networking events, customer engagements, and business forums to strengthen market presence and generate business opportunities.
- Drive account management and customer retention initiatives through regular engagement, relationship-building, and proactive account planning.
- Support strategic business initiatives and market expansion activities, including investment assessments and site evaluation projects where required.
- Maintain accurate and up-to-date records of customer interactions, leads, pipeline opportunities, and sales activities within the CRM system.
- Act as a key source of market intelligence by providing insights on customer requirements, industry developments, competitive landscape, and emerging business opportunities.

JOB REQUIREMENTS

- Diploma or bachelor’s degree in business, Engineering, Information Technology, or a related field.
- Minimum 4–6 years of relevant sales, business development, or account management experience.
- Professional qualification such as Certified Data Centre Professional (CDCP) is preferred.
- Strong interpersonal, communication and stakeholder management skills, with the ability to build and maintain effective relationships at all levels.
- Excellent verbal and written communication skills in English
- Technical knowledge of networking and electrical systems within the data canter industry would be an advantage.

#LI-JACMY

#countrymalaysia

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Company Description