



PR/090146 | Regional Account Manager (Northeast Asia)

Job Information

Recruiter

JAC Recruitment Korea

Job ID

1611286

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Korea, South

Salary

Negotiable, based on experience

Refreshed

September 8th, 2026 10:22

General Requirements

Minimum Experience Level

Over 10 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

Regional Account Manager (Northeast Asia)

???? Seoul, South Korea | Regional Coverage: Korea, Japan & Taiwan

About the Company

Our client is a global leader in electrical testing, measurement, monitoring, and diagnostic solutions, serving utilities, industrial organizations, EPCs, and energy infrastructure companies worldwide.

As part of its continued growth across Northeast Asia, the company is seeking an experienced and commercially driven Regional Account Manager to lead business expansion in Korea, Japan, and Taiwan.

The Opportunity

This role will be responsible for driving sustainable revenue growth, developing strategic customer relationships, and expanding market presence throughout Northeast Asia.

The successful candidate will combine strategic account management, channel partner leadership, technical solution selling, and regional business development capabilities.

Key ResponsibilitiesBusiness Development & Strategic Growth

- Develop and execute regional growth strategies.
- Identify new business opportunities and target accounts.
- Build and maintain a healthy sales pipeline.
- Deliver accurate forecasting and account planning.

Key Account Management

- Build long-term relationships with key customers and stakeholders.
- Act as the primary commercial contact for major accounts.
- Understand customer requirements and propose value-added solutions.

Distributor & Channel Management

- Manage and develop distributors and channel partners.
- Conduct partner training and joint business planning.
- Monitor partner performance and drive growth initiatives.

Technical Solution Selling

- Promote electrical testing, monitoring, and diagnostic solutions.
- Work closely with technical and product teams on customer projects.
- Support demonstrations, evaluations, and technical presentations.

Sales Leadership

- Manage the full sales cycle from prospecting to contract closure.
- Lead commercial negotiations and proposal development.
- Achieve revenue and profitability targets.

Market Intelligence

- Monitor market trends, customer requirements, and competitor activities.
- Provide strategic market feedback to senior management.

RequirementsPreferred Background

- Bachelor's Degree in Electrical Engineering, Business, or related field.
- 8+ years of B2B technical sales or business development experience.
- Experience within:
 - Power Utilities
 - Electrical T&D
 - Electrical Equipment
 - Power Systems
 - Industrial Automation
 - Energy Infrastructure

Skills & Competencies

- Proven key account management experience.
- Strong channel/distributor management capability.
- Excellent commercial negotiation skills.
- Ability to work independently in a regional role.
- Experience working with multinational organizations.

Language

- Fluent English required.
- Korean and/or Japanese preferred.

Travel

- Regional travel across Korea, Japan, and Taiwan.

What's on Offer?

- Regional leadership responsibility across Northeast Asia.
- Opportunity to work with industry-leading technologies.
- Exposure to global stakeholders and decision-makers.
- Competitive compensation package.
- Long-term career development opportunities.

Contact

Jason Lee - Associate Director

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Company Description