



PR/161142 | Partner Account Manager (ASEAN)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1614554

Industry

IT Consulting

Job Type

Permanent Full-time

Location

United Kingdom

Salary

Negotiable, based on experience

Refreshed

September 29th, 2026 10:31

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 provider of outsourced administrative, virtual assistant, and business support services is seeking a **Partner Account Manager (ASEAN)** to manage and support channel partners across key ASEAN markets. This role will be responsible for driving partner engagement, managing inbound sales opportunities, coordinating with internal stakeholders, and ensuring partners are equipped with the necessary tools, training, and resources to effectively promote and support the company's solutions. The successful candidate will play a key role in strengthening partner relationships and contributing to regional business growth.

JOB RESPONSIBILITIES Partner & Channel Management

- Serve as the primary point of contact for channel partners across ASEAN markets.
- Build and maintain strong relationships with partners to drive engagement and business performance.
- Support partner onboarding, enablement, and ongoing account management activities.

- Ensure partners have access to training, sales resources, technical support, and product updates.
- Monitor partner activity and provide support to improve partner effectiveness and satisfaction.

Lead & Pipeline Management

- Review and assign inbound sales leads to the appropriate channel partners.
- Review and approve partner-sourced opportunities.
- Ensure partners actively qualify, manage, and nurture sales opportunities.
- Coordinate product demonstrations with technical and sales teams.
- Follow up on sales activities and provide support throughout the sales cycle.
- Prepare and issue quotations through partner channels.
- Maintain accurate CRM records for leads, opportunities, customers, and partner activities.
- Ensure timely CRM updates and pipeline housekeeping.

Sales Enablement & Cross-Functional Coordination

- Equip partners with sales tools, product information, training materials, and technical resources.
- Work closely with Sales, Marketing, Customer Success, and Technical teams to support partner success.
- Coordinate with international stakeholders to support regional initiatives and partner requirements.
- Assist in planning and executing partner engagement programmes, campaigns, and events.
- Prepare reports on partner performance, sales pipeline, and channel activities.

JOB REQUIREMENTS

- Bachelor's Degree in Business, Marketing, IT, Cyber Security, or a related discipline.
- Minimum 3-5 years of experience in Channel Sales, Partner Management, Account Management, Business Development, Sales Operations, or related roles.
- Experience managing distributors, resellers, system integrators, or channel partners is highly preferred.
- Strong communication, relationship-building, and stakeholder management skills.
- Detail-oriented with strong administrative, coordination, and CRM management capabilities.
- Experience using CRM platforms; Zoho CRM experience will be an added advantage.
- Exposure to Cyber Security, SaaS, Cloud Solutions, IT Services, or subscription-based business models is preferred.
- Ability to collaborate effectively with both regional and international teams.
- Fluent in English; proficiency in Mandarin and Malay will be an added advantage.
- Willingness to travel within ASEAN on a quarterly basis and to the UK once or twice annually.
- Proficient in Microsoft Office applications.

#LI-JACMY

#countrymalaysia

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Company Description