

PR/161213 | Account Manager (Well-known market research company)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1616880

Industry
Digital Marketing

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 06:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Job Responsibilities:

- Grow sales from existing clients by building relationships with more contacts, teams, and branches.
- Identify and develop new business opportunities within current accounts.
- Build strong, long-term client relationships by understanding their business needs.
- Respond quickly to client enquiries with suitable solutions and proposals.
- Handle client negotiations, onboarding, and contract management.
- Use AI tools to improve efficiency in research, client outreach, proposal preparation, and planning.
- Work closely with internal teams to ensure smooth project delivery and profitable account management.

Job Requirements:

- Min 3 years of experience in B2B sales, account management, or other client-facing commercial roles.
- Results-driven and proactive, with a strong business mindset and ability to balance client and company objectives.
- At least 2 years of hands-on experience using AI tools to improve work productivity and effectiveness.
- Strong communication, problem-solving, and strategic thinking skills.

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Company Description