

PR/097815 | Global Account Manager (Data Center Solutions)

Job Information

Recruiter
JAC Recruitment Singapore

Job ID
1619225

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Singapore

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 10:16

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Native Level

Minimum Japanese Level
Basic Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Company Overview
My client is a leading global data center provider headquartered in Singapore. They provide scalable colocation, connectivity and infrastructure solutions to enterprises, cloud providers and technology companies.

Responsibilities:
Strategic Account Management
• Build and maintain strong relationships with key customers and stakeholders.
• Drive long-term account growth and develop strategic partnerships that support business objectives.

Sales & Business Development
• Lead commercial discussions and contract negotiations to deliver mutually beneficial outcomes.
• Identify, pursue and secure new business opportunities within assigned accounts.
• Develop and execute account plans to drive revenue growth and achieve business targets.
• Collaborate with regional and local teams to support account growth, deal execution and customer success.

Stakeholder Engagement
• Work closely with internal stakeholders to align solutions with customer needs and business goals.
• Serve as the primary point of coordination between customers and internal teams to ensure smooth delivery and ongoing support.
• Facilitate regular business reviews and strategic discussions with customers.

Market Intelligence & Strategic Insights
• Monitor industry trends, market developments and customer requirements to identify growth opportunities.
• Provide market feedback and customer insights to support business planning and strategic decision-making.
• Contribute recommendations that strengthen competitive positioning and support long-term growth initiatives.

Requirements:
• Bachelor's degree in Business, Information Technology, Engineering, or a related discipline.
• At least 5 years of experience in account management, enterprise sales, business development, within the technology, infrastructure, or related industries.
• Demonstrated ability to build and maintain relationships with senior stakeholders across multiple functions and levels.
• Strong collaboration skills with the ability to work effectively across regional and cross-functional teams.
• Experience managing complex sales cycles, commercial discussions, and strategic customer engagements.
• Strong understanding of enterprise technology solutions and the ability to engage with customers on business and technical requirements.
• Self-motivated and proactive, with the ability to thrive in a fast-paced and evolving environment.
• Strong commercial acumen, problem-solving capabilities, and customer-centric mindset.
• Flexibility to travel as required.

We regret to inform that only shortlisted candidates will be notified.

Sharon Hong (R25128240)

JAC Recruitment Pte. Ltd. (90C3026)
#LI-JACSG

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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