

PR/124169 | Key Account Manager

Job Information

Recruiter
JAC Recruitment Indonesia

Job ID
1621702

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Indonesia

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 11:08

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

About the Role
We are seeking a highly motivated **Key Account Manager Asia** to drive business growth across key multinational accounts in Asia, excluding Indonesia. Operating at the Assistant Manager level as an individual contributor, this role is responsible for identifying new business opportunities, developing strategic customer relationships, and expanding the company's presence within major manufacturing and industrial sectors.

The successful candidate will focus on markets including China, Japan, Korea, and other key Asian countries, working closely with regional customers and stakeholders to drive sustainable growth.
Responsibilities

- Identify, develop, and acquire new multinational accounts across Asia.
- Build and maintain strong relationships with key decision makers within target organizations.
- Drive new business development activities and expand existing customer opportunities.
- Manage strategic accounts and ensure long-term customer engagement.

- Develop and execute account plans to achieve sales and growth targets.
- Collaborate with internal teams to deliver effective customer solutions.
- Monitor market trends, competitor activities, and emerging business opportunities across Asia.
- Maintain a strong sales pipeline and provide regular business updates and forecasts.
- Represent the company in customer meetings, business negotiations, and industry events.

Requirements

- Bachelor's degree in engineering, Business, Marketing, or a related field.
- Minimum 5 years of B2B sales, account management, or business development experience.
- Proven success in new business acquisition and hunting activities.
- Strong network and customer access across Asia, particularly within multinational companies.
- Experience managing relationships with major manufacturing, automotive, or industrial customers.
- Background in industrial equipment, machinery, plastic machinery, pumps, automation products, or related manufacturing solutions is highly preferred.
- Strong communication, negotiation, and relationship-building skills.
- Ability to work independently and manage regional business opportunities.
- Fluent English communication skills, both written and spoken.
- Additional Asian language capabilities (e.g., Mandarin, Japanese, or Korean) will be an advantage.

Benefits

- Competitive compensation package.
- Regional business exposure and international career development opportunities.
- Dynamic and entrepreneurial work environment.
- Opportunity to build and manage strategic multinational accounts.

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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Company Description