



PR/158156 | Key Account Manager

募集職種

人材紹介会社

ジェイエイシーリクルートメントマレーシア

求人ID

1536515

業種

その他（メーカー）

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2025年05月14日 16:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Company and Job Overview

In the advanced manufacturing industry, a leading company is seeking a Key Account Manager to join as a pioneer member in a new start-up division. This role involves driving sales growth, managing key accounts, and collaborating with various departments to meet customer needs and business objectives. The ideal candidate will have a strong background in sales and account management, excellent communication skills, and a proven ability to build and maintain client relationships. This is an exciting opportunity for a professional looking to contribute to a company known for its high-quality products and innovative solutions.

Job Responsibilities

- Account Management: Maintain relationships with new and existing accounts to protect and grow business opportunities. Develop key account plans to align resources with company growth objectives.
- Strategic Reviews: Conduct regular strategic account reviews with assigned customers to assess service needs and usage trends. Provide input for strategic planning and technical roadmaps.
- Product Development: Identify the need for new products and collaborate with Marketing, Design Engineering, Manufacturing, and R&D to support new product development initiatives.
- Forecasting: Generate short-term and long-term rolling forecasts for revenue and optimized product/volume mix.
- Marketing Communications: Provide input to the marketing team to support promotional, advertising, and communication strategies. Conduct market assessments, benchmarks, and competitor analysis.

- Competition Monitoring: Benchmark products against competitors and monitor competitive forces. Provide market information and customer expectations to management and initiate corrective actions if needed.
- Cost Management: Manage associated costs as defined by the cost center budget and work cross-functionally to achieve budgeted gross margins.
- KPI Development: Develop and monitor KPIs to track customer satisfaction and report achievements periodically.
- Customer Needs: Identify products, services, and technology roadmaps that meet customer needs and business objectives.
- Additional Duties: Undertake any other projects, tasks, and duties as assigned.

Job Requirements

- BS degree or equivalent.
- 5 years of professional experience in account management, preferably in a similar industry.
- Preferably in Mechanical or Business Management with additional commercial courses and training.

Benefits

- Opportunities for professional development and career growth.

会社説明