



PR/158811 | Key Accounts Specialist

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

1540946

業種

その他

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20日 12:36

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

Our client is a multinational data analytics and market research company located in Kuala Lumpur is looking for a talent with key client/ key accounts management experience to be part of their team. You will play a pivotal role in maintaining and strengthening connections with current clients and re-engaging inactive accounts, aiming to boost the market share and increase sales revenue.

Job Responsibilities

- Strengthen and expand relationships with current clients to increase their business share.
- Reactivate inactive clients by addressing their needs with customized solutions.
- Handle client inquiries, provide quotes, and assess project feasibility.
- Achieve sales targets and performance metrics, collaborating on cost adjustments and updates.

- Manage the entire project lifecycle, from quoting to delivery, and prepare detailed presentations and proposals.

Job Requirements

- Proficiency in English and Mandarin, as this role manages portfolios including clients from Malaysia, Singapore and East Asia regions.
- At least 5 years of professional experience, including 3 years in B2B new business development.
- Experience with intangible products like internet services, SaaS, consultancy, or market research.
- Proficiency in Excel and PowerPoint, with strong proposal creation skills.
- Ability to manage meetings, close deals independently, and willingness to travel as needed.
- To be considered for this role, the relevant rights to work in Malaysia are required. Candidates who require work pass need not apply

#LI-JACMY

会社説明