



PR/158855 | Key Account Manager (Telco)

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

1540968

業種

ITコンサルティング

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06月17日 04:00

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 OVERVIEW

Leading integrated telecommunications provider in Malaysia looking for Key Account Manager (Telco).

JOB RESPONSIBILITIES

1. Responsible for customer relationships and projects of the assigned Account.
2. Meet targets for market share, competition and gross profit margin.
3. Build and improve relationships with key decision makers.
4. Deeply understand the telecom industry and identify customer opportunities.
5. Lead or provide high contribution for meeting the annual targets for the Account.

6. Participate in the negotiation strategies; lead the negotiation process and be responsible for the final result.
7. Improve contract terms in line with operation needs.
8. Maintain insight into competitors and be able to provide targeted competitive solutions.

JOB REQUIREMENTS

1. Candidate must possess at least Bachelor's Degree/Professional Degree in Engineering (Computer/Telecommunication), Business Studies/Administration/Management or equivalent.
 2. Possess minimum 5 years of working experience preferably in the telecommunication or IT industry as an Account Manager.
 3. Familiar with telecommunication solutions.
 4. Excellent customer relationship; account management, negotiation, contract management and project management skills.
 5. Assertive and possess great passion in sales in the telecommunication industry.
 6. Able to work independently and in a dynamic, fast-paced environment.
 7. Good communication skills.
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会社説明