



## PR/159040 | 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

1548378

#### 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07月08日 16:39

### 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

A leading manufacturer specializing in precision components for smart devices, automotive electronics, and consumer electronics, committed to innovation and high-quality engineering solutions. We are seeking a Technical Sales Engineer to bridge the gap between technical expertise and customer needs, driving sales and fostering strong client relationships.

#### Key Responsibilities

- Identify and develop new business opportunities to expand the company's market presence.
- Provide technical consultation, showcasing product capabilities and tailored solutions for clients.
- Collaborate with engineering and product teams to customize solutions based on customer requirements.
- Conduct market research to stay ahead of industry trends and competitor developments.
- Support both pre-sales and post-sales activities, ensuring a seamless customer experience.
- Prepare proposals, negotiate contracts, and drive successful deal closures.
- Deliver training and technical support to clients and internal teams.

**Key Requirements**

- Bachelor's or master's degree in engineering, Computer Science, or a related field.
- 5+ years of experience in technical sales, preferably in smart devices, automotive electronics, consumer electronics, and battery, motor, or electronic control systems.
- Strong technical understanding of smart devices, automotive electronics, and related technologies.
- Exceptional communication and negotiation skills, with the ability to simplify complex technical concepts.
- Proven ability to develop business opportunities and build lasting client relationships.
- Willingness to travel for client meetings and industry events.

**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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会社説明