



PR/159378 | (Japanese Speaking)Key Account Manager (Power & Energy Sector)

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

1553355

業種

石油・エネルギー

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29日 10:52

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

Our client is a reputable multinational energy solution provider with a strong regional presence and focus on power plant services. As part of their business expansion into new energy segments, they are seeking a dynamic and technically proficient Key Account Manager for managing and growing relationship with assigned key account within the power plant business.

- Industry: Power Plant

Job Responsibilities: -

Sales & Business Development

- Act as the primary point of contact for assigned customers

- Manage and strengthen long-term client relationships
- Achieve sales targets and maintain a healthy project pipeline (incl. Target Project List)
- Gather insight on customer operational issues, outages, upgrades and equipment needs
- Proactively understand customer requirements and lead promotional efforts
- Support customers with scope of works, preparing budgets and technical/ service proposals
- Develop and manage business partners (traders, service providers)
- Lead and review bidding decisions (Go/No-Go), pricing strategy and risk mitigation
- Prepare and negotiate proposals and commercial terms (with support from Contract Administrator and Technical Unit)
- Ensure internal approvals for quotations offers, and customer order terms
- Manage job handover process to Technical Unit after contract award
- Work closely with Account team on customer credit checks and updates

Project Execution & Coordination

- Assist project team in contract performance, focusing on commercial and cost control aspects
- Ensure project profitability and monitor projects costs with the job leader
- Lead quotation and negotiation for Variation Orders
- Support contract administration and follow up on customer payments
- Participate in field activities if required to fulfil contract obligations

Procurement & Order Management

- Prepare Purchase Requisition and notify relevant teams
- Issues Order Confirmation to Contract Admin and Engineering upon customer confirmation
- Coordinate with HR/ Admin on travel arrangements, accommodation, visa and logistics for overseas tasks
- Serve as liaison to HR for PIT related overseas coordination

Job Requirements:

- Bachelor's degree in engineering or higher
- Not more than 5 years working experience in sales or engineering roles related to power plants or power business
- Prior experience working with technical teams or in client facing sales roles is essential
- Strong interpersonal and customer management skills
- Fluent in English (Spoken and written), Japanese language skills are an added advantage
- Strong teamwork mindset and ability to collaborate across departments and with group companies
- Self-driven and proactive with strong negotiation and coordination abilities

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