



マレーシアの求人なら
JAC Recruitment Malaysia

PR/158434 | 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

1559168

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09月23日 10:49

応募必要条件

キャリアレベル

中途経験者レベル

英語レベル

無し

日本語レベル

無し

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 & Job Overview

A globally established multinational company specializing in the design and manufacturing of high-grade electronics and electro-mechanical solutions is seeking a Key Account Manager. The company serves innovative OEMs across the Industrial, Medical, and Transportation sectors, delivering cutting-edge solutions that drive disruption and transformation in their respective industries.

Key Responsibilities

- Serve as the voice of the customer within the organization, ensuring their requirements are clearly communicated across departments and that the Customer Service Policy is consistently applied.
- Develop and maintain Customer Account Development Plans, meeting agreed sales and profitability targets.
- Review Customer Satisfaction Survey results and take corrective actions where necessary.
- Host customer visits, prepare impactful presentations, and travel as needed to maintain strong client relationships.
- Manage quotations, gather pricing feedback, and lead price negotiations.
- Collaborate with the materials sourcing team to resolve customer-related sourcing challenges.
- Oversee new product introduction (NPI) activities and conduct regular project reviews to ensure milestones are met; prepare progress reports for both customers and internal stakeholders.
- Prepare business forecasts and contribute to strategic planning.
- Work with sourcing managers to implement effective cost reduction programs for customers.
- Facilitate cross-functional collaboration to support customer needs.

- Conduct internal business reviews to ensure alignment with customer expectations.

Key Requirements

- Strong interpersonal and communication skills, with the ability to engage effectively at all levels—including senior management, customers, suppliers, and factory personnel.
- Proven experience in project management, business analysis, and sales.
- Excellent command of English, both written and spoken.
- A degree in Electrical, Electronic, or Mechanical Engineering is preferred.
- Minimum of 2 years' experience in contract manufacturing, particularly in electronics or plastic injection molding.
- Knowledge of tool making and molding is a plus.

Benefits

- Flexible working hours
- Competitive salary package
- Comprehensive benefits
- Career growth opportunities
- Positive and collaborative work environment

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