



マレーシアの求人なら  
JAC Recruitment Malaysia

## PR/159577 | Regional 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

1559222

#### 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 10:50

### 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 and Job Overview

A world-leading manufacturer in the wood-based panel industry is seeking a dynamic Regional Key Account Manager (technical sales) to join their team in Malaysia. This role involves managing and overseeing spare parts sales activities in the Southeast Asia region.

#### Job Responsibilities

- Proactively visit customer sites across ASEAN to foster strong relationships, promote services and spare parts, and act as Key Account Manager for regional clients.
- Provide expert advice on service and spare parts, leveraging engineering knowledge to support customer needs and drive-up selling opportunities.
- Review service reports and develop strategies that enhance business performance and support new business development within existing accounts.
- Supervise and guide a cross-functional team including service, logistics, and technical specialists to ensure smooth operations and customer satisfaction.
- Travel across countries like Thailand, Vietnam, India, Indonesia, and Pakistan, and participate in training to strengthen product knowledge and technical expertise.

#### Job Requirements

- Degree in any engineering discipline preferably in E&E/ Mechanical/ Mechatronics/ Manufacturing Engineering or related field.
- Minimum of 5 years of sales experience in the machine manufacturing and plant industry, with the expertise in account management and business development.
- Understanding of sales & distribution with intermediate project management skills.
- Willing to travel extensively for local and overseas business trip.

#LI-JACMY

#countrymalaysia

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会社説明