

# 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10月21日 18:00

### 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.

- 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

**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