



PR/159667 | SAAS Sales 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

1561512

業種

その他（商社）

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14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 and Job Overview

Our client, a leading technology service provider, is seeking a driven and solution-oriented Account Manager to join their growing team. This role is pivotal in identifying client needs, conducting effective discovery calls, and supporting the full SaaS sales cycle from prospecting new opportunities to nurturing and expanding existing accounts.

Job Responsibility:

- Own and manage a portfolio of enterprise-level accounts, serving as a trusted advisor and strategic influencer to drive long-term client success.
- Proactively identify and cultivate growth opportunities through business development, product adoption, and professional services engagement.
- Demonstrate deep expertise in monday.com, leveraging its full capabilities to address client challenges and deliver measurable value.
- Lead consultative and investigative conversations with stakeholders across all levels, from operational teams to senior executives, to uncover pain points and co-create impactful solutions.

- Consistently exceed business and growth targets through strategic execution, client advocacy, and value-driven engagements.

Job Requirements

- 2–4 years of experience in B2B SaaS sales, tech consulting, account management, or enterprise consulting, preferably managing large accounts with ACV ranging from \$50K–\$150K.
- Strong ownership and accountability in managing customer relationships and navigating the full sales cycle.
- Excellent presentation and inquiry skills, with the ability to lead engaging and insightful client conversations.
- Clear and concise communicator, adept at handling objections and articulating value propositions effectively.
- Creative and proactive problem solver, demonstrating initiative in addressing client challenges.
- Quick learner with strong product proficiency, capable of mastering features and translating them into compelling solutions.
- Skilled in mapping customer needs to workflows, ensuring alignment between business objectives and product capabilities.

#LI-JACMY
#countrymalaysia

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会社説明