



PR/159687 | Client Development Specialist

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

1562363

業種

その他

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 10:10

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

A multinational data analytics and market research company is looking for a talent responsible for maintaining and strengthening connections with current clients and re-engaging inactive accounts, aiming to boost the market share and increase sales revenue.

Job Responsibilities

- Manage and grow relationships with existing clients, aiming to increase their share of business with us.
- Reactivate dormant clients by identifying their needs and providing tailored solutions.
- Handle client inquiries, provide quotes, and check feasibility for research projects.
- Achieve sales targets and client development performance metrics.
- Collaborate with clients on cost adjustments and progress updates as needed.
- Work with the internal project management team to ensure seamless delivery of projects to clients.

- Manage the full project lifecycle, from quoting to final delivery.
- Attend client meetings and negotiations, both locally and internationally.
- Prepare detailed sales presentations and proposals using Excel and PowerPoint.

Job Requirements

- Minimum 5 years of professional work experience.
- At least 3 years of B2B new business development experience.
- Experience with intangible products such as internet services, SaaS, consultancy, or market research.
- Ability to manage meetings and close deals independently.
- Proficiency in Excel and PowerPoint, with a high level of competency in proposal creation.
- Fluency in written and spoken Mandarin to handle overseas markets like China, Taiwan etc.
- Willingness to travel as required.

#LI-JACMY

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会社説明