



PR/160371 | Cloud Business Development Manager – MRO Cloud

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

1585935

業種

ITコンサルティング

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

2026年05月05日 13:00

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

流暢

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 OVERVIEW

This Malaysia-based technology provider delivers information and communications infrastructure, cloud solutions, wireless and optical networking systems, and smart devices to support national digitalisation efforts, serving both local and global customers. With operations established in 2001, it plays a major role in advancing the country's connectivity through 3G, 4G, and emerging 5G technologies, while offering data centre, AI, and digital transformation solutions across industries.

JOB RESPONSIBILITIES

- Sales and target driven, meet and exceed sales target. Preferably a hunter and hungry for new business successes, generating new business and expanding footprint for new customer. Explore and identify key account in the defined territory or industry vertical.
- Accelerate customer adoption and customer satisfaction, manage contract negotiations and develop long-term strategic relationships with key accounts.
- Meet assigned sales and revenue targets and strategic objectives.

- Coordinate internal resources including sales, solution, service and manage resources to meet performance objectives and requirements.
- Develop long-term strategic relationships with partners, work with partners to extend reach & drive adoption.
- Lead localized solution development efforts that best addresses customer needs, while coordinating the involvement of partners.

JOB REQUIREMENTS

- Bachelor's degree or higher required.
- Great communication skills, team spirit and a can-do attitude.
- Knowledge of identifying, developing, negotiating, and closing large-scale IT and public cloud technology deals.
- Knowledge of positioning and selling cloud and big data technology in new customers and new market segments.

#LI-JACMY

#countrymalaysia

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会社説明