

PR/160767 | Key Account Manager / Sales Manager - Data Center

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
1600884

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
2026年11月10日 01:00

応募必要条件

職務経験
6年以上

キャリアレベル
中途経験者レベル

英語レベル
ビジネス会話レベル

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

A leading digital infrastructure provider is seeking a **Key Account Manager** / **Sales Manager** to drive business growth and strengthen customer relationships in Malaysia. This role is responsible for identifying and securing new business opportunities, expanding existing accounts, and managing strategic customer relationships across the data centre sector. Working closely with global sales teams and cross-functional stakeholders, you will lead the end-to-end sales cycle, support strategic accounts, develop commercial proposals, and contribute to market intelligence initiatives. Experience within the data centre, digital infrastructure, cloud, telecommunications, or broader technology sector will be highly advantageous.

JOB RESPONSIBILITIES

- Drive revenue growth through the expansion of existing business and the acquisition of new customers by identifying, developing, and securing new business opportunities.
- Provide continuous support to regional and global sales teams in growing and managing strategic accounts.

- Manage the end-to-end sales cycle, including prospecting, information gathering, solution development, proposal preparation, negotiation, closure, and delivery.
- Build and maintain strategic relationships with both existing and prospective customers, serving as the primary point of contact and trusted advisor.
- Develop and execute sales strategies to identify market opportunities, drive business growth, and monitor industry trends, competitor activities, and market developments.
- Prepare commercial proposals, documentation, RFx/tender submissions, and support commercial negotiations and contract-related activities.
- Collaborate closely with internal stakeholders, including Operations, Engineering, Legal, Finance, Marketing, and other relevant departments to ensure successful project execution and customer satisfaction.
- Represent the organization at industry conferences, networking events, customer engagements, and business forums to strengthen market presence and generate business opportunities.
- Drive account management and customer retention initiatives through regular engagement, relationship-building, and proactive account planning.
- Support strategic business initiatives and market expansion activities, including investment assessments and site evaluation projects where required.
- Maintain accurate and up-to-date records of customer interactions, leads, pipeline opportunities, and sales activities within the CRM system.
- Act as a key source of market intelligence by providing insights on customer requirements, industry developments, competitive landscape, and emerging business opportunities.

JOB REQUIREMENTS

- Diploma or bachelor’s degree in business, Engineering, Information Technology, or a related field.
- Minimum 4–6 years of relevant sales, business development, or account management experience.
- Professional qualification such as Certified Data Centre Professional (CDCP) is preferred.
- Strong interpersonal, communication and stakeholder management skills, with the ability to build and maintain effective relationships at all levels.
- Excellent verbal and written communication skills in English
- Technical knowledge of networking and electrical systems within the data canter industry would be an advantage.

#LI-JACMY

#countrymalaysia

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会社説明