



マレーシアの求人なら
JAC Recruitment Malaysia

PR/160829 | Account Manager – Direct & Channel Sales

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

1605580

業種

電気・電子・半導体

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09月01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

A global leader in advanced materials and solutions that enable next-generation electronics and high-tech innovations. Driven by a culture of collaboration, innovation, and continuous improvement, the organization values individuals who challenge conventions, embrace diverse perspectives, and contribute to meaningful technological advancements. As part of the Sales Group, the Account Manager – Direct & Channel Sales role is responsible for driving revenue growth through a combination of direct customer engagement and channel partner management. This position focuses on building and expanding strategic customer relationships, identifying new business opportunities, supporting sales partners throughout the sales cycle, and delivering solutions that meet customer needs while achieving business objectives. The successful candidate will operate with a high degree of autonomy, leveraging technical and commercial expertise to manage complex sales opportunities, influence key stakeholders, and contribute to sustainable business growth. Participation in the Company's Sales Incentive Compensation (SIC) Plan is included.

Job Responsibilities

- Drive sales growth and achieve revenue and profitability targets through direct sales and channel partner networks.
- Develop, manage, and strengthen relationships with existing customers while identifying and securing new business opportunities.

- Support distributors, resellers, system integrators, and other channel partners in sales, marketing, promotional, and training activities.
- Serve as a trusted advisor by understanding customer requirements and recommending appropriate products, solutions, and applications.
- Collaborate with internal teams including marketing, technical support, operations, and product management to deliver customer success.
- Monitor market trends, competitive activities, and customers' needs to identify opportunities and enhance business performance.
- Manage complex sales activities, customer negotiations, and issue resolutions to support long-term business growth.
- Provide accurate sales forecasts, pipeline updates, and business reports to support strategic decision-making. Recommend and contribute to improvements in sales processes, policies, and best practices.
- Provide guidance and support to less experienced team members and may oversee the prioritization of work within the team.

Key Requirements

- Bachelor's degree in Business, Engineering, Electronics, Materials Science, or a related discipline preferred.
- Proven experience in sales, account management, business development, or channel management, preferably within the electronics, semiconductor, advanced materials, manufacturing, or technology sectors.
- Strong understanding of sales strategies, customer relationship management, and channel partner development.
- Demonstrated success in achieving sales targets and managing complex customer engagements.
- In-depth conceptual and practical knowledge within a specialized sales or technical discipline, with advanced knowledge of related business functions.
- Strong understanding of market dynamics, industry best practices, competitive landscapes, and business differentiators.
- Ability to work independently with minimal supervision while exercising sound judgment and decision-making.
- Excellent communication, negotiation, presentation, and stakeholder management skills.
- Strong analytical and problem-solving capabilities with the ability to evaluate information from multiple sources and develop effective solutions.
- Experience leading projects, influencing stakeholders, and mentoring team members is an advantage.
- Ability to interpret and apply organizational policies, recommend process improvements, and drive operational excellence.

#LI-JACMY

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会社説明