



PR/161142 | Partner Account Manager (ASEAN)

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

1614554

業種

ITコンサルティング

雇用形態

正社員

勤務地

イギリス

給与

経験考慮の上、応相談

更新日

2026年09月29日 10:31

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 provider of outsourced administrative, virtual assistant, and business support services is seeking a **Partner Account Manager (ASEAN)** to manage and support channel partners across key ASEAN markets. This role will be responsible for driving partner engagement, managing inbound sales opportunities, coordinating with internal stakeholders, and ensuring partners are equipped with the necessary tools, training, and resources to effectively promote and support the company's solutions. The successful candidate will play a key role in strengthening partner relationships and contributing to regional business growth.

JOB RESPONSIBILITIES

Partner & Channel Management

- Serve as the primary point of contact for channel partners across ASEAN markets.
- Build and maintain strong relationships with partners to drive engagement and business performance.
- Support partner onboarding, enablement, and ongoing account management activities.

- Ensure partners have access to training, sales resources, technical support, and product updates.
- Monitor partner activity and provide support to improve partner effectiveness and satisfaction.

Lead & Pipeline Management

- Review and assign inbound sales leads to the appropriate channel partners.
- Review and approve partner-sourced opportunities.
- Ensure partners actively qualify, manage, and nurture sales opportunities.
- Coordinate product demonstrations with technical and sales teams.
- Follow up on sales activities and provide support throughout the sales cycle.
- Prepare and issue quotations through partner channels.
- Maintain accurate CRM records for leads, opportunities, customers, and partner activities.
- Ensure timely CRM updates and pipeline housekeeping.

Sales Enablement & Cross-Functional Coordination

- Equip partners with sales tools, product information, training materials, and technical resources.
- Work closely with Sales, Marketing, Customer Success, and Technical teams to support partner success.
- Coordinate with international stakeholders to support regional initiatives and partner requirements.
- Assist in planning and executing partner engagement programmes, campaigns, and events.
- Prepare reports on partner performance, sales pipeline, and channel activities.

JOB REQUIREMENTS

- Bachelor's Degree in Business, Marketing, IT, Cyber Security, or a related discipline.
- Minimum 3-5 years of experience in Channel Sales, Partner Management, Account Management, Business Development, Sales Operations, or related roles.
- Experience managing distributors, resellers, system integrators, or channel partners is highly preferred.
- Strong communication, relationship-building, and stakeholder management skills.
- Detail-oriented with strong administrative, coordination, and CRM management capabilities.
- Experience using CRM platforms; Zoho CRM experience will be an added advantage.
- Exposure to Cyber Security, SaaS, Cloud Solutions, IT Services, or subscription-based business models is preferred.
- Ability to collaborate effectively with both regional and international teams.
- Fluent in English; proficiency in Mandarin and Malay will be an added advantage.
- Willingness to travel within ASEAN on a quarterly basis and to the UK once or twice annually.
- Proficient in Microsoft Office applications.

#LI-JACMY

#countrymalaysia

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