

PR/097815 | Global Account Manager (Data Center Solutions)

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 シンガポール

求人ID
1619225

業種
ITコンサルティング

雇用形態
正社員

勤務地
シンガポール

給与
経験考慮の上、応相談

更新日
2026年10月27日 10:16

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
ネイティブレベル

日本語レベル
基礎会話レベル

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
My client is a leading global data center provider headquartered in Singapore. They provide scalable colocation, connectivity and infrastructure solutions to enterprises, cloud providers and technology companies.

Responsibilities:
Strategic Account Management
• Build and maintain strong relationships with key customers and stakeholders.
• Drive long-term account growth and develop strategic partnerships that support business objectives.

Sales & Business Development
• Lead commercial discussions and contract negotiations to deliver mutually beneficial outcomes.
• Identify, pursue and secure new business opportunities within assigned accounts.
• Develop and execute account plans to drive revenue growth and achieve business targets.
• Collaborate with regional and local teams to support account growth, deal execution and customer success.

Stakeholder Engagement
• Work closely with internal stakeholders to align solutions with customer needs and business goals.
• Serve as the primary point of coordination between customers and internal teams to ensure smooth delivery and ongoing support.
• Facilitate regular business reviews and strategic discussions with customers.

Market Intelligence & Strategic Insights
• Monitor industry trends, market developments and customer requirements to identify growth opportunities.
• Provide market feedback and customer insights to support business planning and strategic decision-making.
• Contribute recommendations that strengthen competitive positioning and support long-term growth initiatives.

Requirements:
• Bachelor's degree in Business, Information Technology, Engineering, or a related discipline.
• At least 5 years of experience in account management, enterprise sales, business development, within the technology, infrastructure, or related industries.
• Demonstrated ability to build and maintain relationships with senior stakeholders across multiple functions and levels.
• Strong collaboration skills with the ability to work effectively across regional and cross-functional teams.
• Experience managing complex sales cycles, commercial discussions, and strategic customer engagements.
• Strong understanding of enterprise technology solutions and the ability to engage with customers on business and technical requirements.
• Self-motivated and proactive, with the ability to thrive in a fast-paced and evolving environment.
• Strong commercial acumen, problem-solving capabilities, and customer-centric mindset.
• Flexibility to travel as required.

We regret to inform that only shortlisted candidates will be notified.

Sharon Hong (R25128240)

JAC Recruitment Pte. Ltd. (90C3026)
#LI-JACSG

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会社説明