



JOB DESCRIPTION	
ROLE	ACCOUNT MANAGER (Manufacturing Corporate Commercial)
EMPLOYMENT TYPE	PERMANENT
REPORTING TO	SENIOR SALES MANAGER
DEPARTMENT	SALES & CLIENT ACCOUNT MANAGEMENT

JOB SUMMARY

The Account Manager is responsible for managing and growing a portfolio of customers across the **Corporate, Commercial, and Manufacturing sectors**. This role focuses on developing new business, expanding existing accounts, and driving revenue through consultative, solution-based selling.

WHAT ARE YOUR RESPONSIBILITIES

- Manage and grow a portfolio of Corporate, Commercial, and Manufacturing sector accounts, serving as the primary point of contact.
- Build and maintain strong, long-term relationships with customers across multiple industries and business sizes.
- Identify, develop, and close new business opportunities within existing and new accounts across all three sectors.
- Act as a trusted advisor by understanding customer business, operational, and technical requirements and proposing suitable solutions.
- Negotiate contracts and commercial terms to maximise revenue and profitability.
- Ensure timely and successful delivery of solutions in line with customer needs and objectives.
- Collaborate with internal teams (BD Presales, Sales, Technical, Customer Service, Product) to deliver end-to-end solutions and enhance customer experience.
- Track, forecast, and report on sales pipeline, account performance, and revenue targets.
- Prepare regular account status updates and sales reports for management review.
- Handle customer escalations and complex requests professionally to maintain satisfaction and long-term retention.

REQUIREMENT

- Diploma or Degree in Business Administration, Engineering, Information Technology, or related fields.
- Proven experience as an Account Manager, Sales Account Manager, or similar role managing B2B clients.
- Demonstrated experience handling Corporate, Commercial, and/or Manufacturing sector customers.
- Strong ability to communicate, present, and influence stakeholders at different organisational levels.
- Experience in IT solution-based or consultative sales is highly preferred.
- Strong negotiation, presentation, and relationship management skills.
- Ability to manage multiple accounts across different industries simultaneously.
- Results-driven with strong commercial awareness.

LANGUAGE PROFICIENCY

- Mandarin & English are mandatory for handling customers from China and Hong Kong.

SALARY RANGE

Up to RM9,000.00 (*subject to experience and role fit in the similar role/industry*)

Commission / Sales Incentives: Based on achieved sales performance