



Key Account Manager

Senzo Sdn Bhd

Selangor

MYR 5,000 - MYR 6,000

Posted 57 minutes ago

[Apply Now](#)

### Job Highlights

Recognize and Reward Hard Work

Opportunities To Grow

### Job Description

As Key Account Manager, you will hold an important position in driving the achievement of our business objectives through effective engagement with our valued business partners, resellers, and customers. Your role will revolve around building and nurturing strong relationships with key clients, to gain insights into clients specific needs, and consistently providing good customer service. Drawing on your extensive knowledge of the market and customer dynamics, you will actively seek out new potential partnership opportunities, foster new relationships, and adeptly negotiate distribution terms to expand our reach.

### Responsibility

Apply Now

markets, to expand our key account base.

## 2. Key Account Management

- Find, develop and maintain excellent working relationships with key clients, including understanding their specific needs, preferences, and pain points.
- Skillfully negotiate distribution terms with partners, distributors, and resellers to ensure mutually beneficial agreements.
- Work closely with internal teams, including sales, marketing, and product development, to align strategies with key accounts
- Conduct thorough analyses to grasp the unique requirements and preferences of our key clients, enabling you to offer tailored solutions and exceptional customer service.
- Regularly review and analyze key account performance, identifying areas for improvement and implementing strategies for growth. Actively seek customer feedback and ensure high levels of customer satisfaction, addressing any concerns promptly.
- Take charge of achieving sales targets and objectives in Central and Southern region.
- Monitor sales performance, analyze trends, and implement strategies to enhance sales growth.
- Provide timely and accurate sales reports and updates to the management team, highlighting achievements, challenges, and action plans.
- Lead the tendering process of key accounts, from identifying relevant opportunities to preparing and submitting competitive bids and proposals.

## 3. Technical Training and Consultation

- Conduct occasional training to key accounts on new product launch, installation, testing and commissioning
- Propose solution and provide consultations to Key Accounts or end-users when required

## Requirements

- Bachelor's Degree / Diploma in Electrical or Electronics / IT System Engineering. Academic qualification from different background is acceptable given that you have relevant working experience

[Apply Now](#)

- Demonstrated success in a related role, with a proven track record of building strong client relationships and driving business growth.
- Good communication and interpersonal skills to effectively engage with diverse stakeholders.
- Proficient in negotiation techniques to secure beneficial distribution terms and agreements.
- Able to work collaboratively with internal teams to achieve shared goals.
- Language : English, Malay, Mandarin

#### Additional Information

**Career Level**

Manager

**Qualification**

Professional Certificate, Diploma, Advanced/Higher/Graduate Diploma, Bachelor's Degree, Post Graduate Diploma, Professional Degree

**Years of Experience**

6 years

**Job Type**

Full-Time

**Job Specializations**

Sales/Marketing, Sales - Corporate

#### Company Overview

Established since 1995.

Senzo Sdn Bhd is a TUV ISO 9001:2018 certified company that design, manufacture and market SENZO IoT Smart Devices for Green Lighting, Smart Home, Smart Buildings and Smart Farming - Reshaping Agriculture Thru Smart IoT Technology.

In the ever changing landscape of technologies, Senzo has proven itself to be dynamic, resilient and progressive. Innovation is in our DNA.

A place for talented people who are not afraid to work hard, work smart, push their own limits and in tandem, widen their personal boundaries to make things happen.

#### Additional Company Information

[Apply Now](#)**Company Size**

1 - 50 Employees

**Average Processing Time**

9 days

**Industry**

Electrical &amp; Electronics

**Benefits & Others**

Dental, Miscellaneous allowance, Medical, Parking, Hospitalization Insurance, Health Screening, Engineering (Casual), Sales & Marketing (Shirt), Flexible hours for office / Regular hours for Sales & Marketing

Company photos

1/9



Senzo Smart Home Apps

[More jobs from this employer](#)[Report this job ad](#)[Job seekers](#)[Safe job search guide](#)[Career resources](#)[Career advice](#)[Employers](#)[Post a job ad](#)[Search for resumes](#)[Advertise with us](#)

Apply Now

Download  
apps

About JobStreet

About us

Career @ JobStreet

International  
partners

Contact

Contact us

FAQ

Send feedback

Social

Privacy policy

Terms & conditions

Copyright © 2023 JobStreet