

Reference Code	00013
Company Name	Senzo Sdn Bhd
Website	www.senzo.com.my
Name	Evelyn Lee
Telephone	017-3822150
email	evelynlee@senzo.com.my
Location of Employments	Kuala Lumpur & Klang Valley
Nature of Business	R&D Retails Services
Validity of job advertisement shall expired by	30-09-2023
Number of Position Offered	1

Position No.1:

Position No.1	
Engineering Position Offered	Key Account Manager
Engineering Field / Discipline	Electronic
Minimum Academic Qualification	Diploma / Certificate
Job Requirements	<ol style="list-style-type: none"> 1. 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 2. Candidates with more than 6 years of related field working experience are encourage to apply 3. Applicants must be willing to travel across Malaysia 4. Demonstrated success in a related role, with a proven track record of building strong client relationships and driving business growth. 5. Good communication and interpersonal skills to effectively engage with diverse stakeholders. 6. Proficient in negotiation techniques to secure beneficial distribution terms and agreements. 7. Able to work collaboratively with internal teams to achieve shared goals. 8. Language : English, Malay, Mandarin

Responsibilities	<p>1. Business Growth Play an active role in executing business growth initiatives, seek and develop new markets, to expand our key account base.</p> <p>2. Key Account Management</p> <ul style="list-style-type: none"> > 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. <p>3. Technical Training and Consultation</p> <p>Conduct occasional training to key accounts on new product launch, installation, testing and commissioning</p> <p>Propose solution and provide consultations to Key Accounts or end-users when required</p>
Job Entitlements	<p>Subjected to changes without prior notification:</p> <ol style="list-style-type: none"> 1. Car Allowance 2. Mileage Claims 3. Phone call allowance 4. Medical care with panel clinic 5. Birthday Gift 6. Dental Allowance
Number of Vacancies	1
Job Status	Full Time
Required Work Experience	6

Position No.2 (if position offered entered more than 1):

Engineering Position Offered	<input type="checkbox"/>
Engineering Field / Discipline	<input type="checkbox"/>
Minimum Academic Qualification	<input type="checkbox"/>
Job Requirements	<input type="checkbox"/>
Responsibilities	<input type="checkbox"/>
Job Entitlements	<input type="checkbox"/>
Number of Vacancies	<input type="checkbox"/>
Job Status	<input type="checkbox"/>
Required Work Experience	0

Position No.3 (if position offered entered more than 2):

Engineering Position Offered	<input type="checkbox"/>
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Engineering Field / Discipline	
Minimum Academic Qualification	
Job Requirements	
Responsibilities	
Job Entitlements	
Number of Vacancies	
Job Status	
Required Work Experience	0

Position No.4 (if position offered entered more than 3):

Engineering Position Offered	
Engineering Field / Discipline	
Minimum Academic Qualification	
Job Requirements	
Responsibilities	
Job Entitlements	
Number of Vacancies	
Job Status	
Required Work Experience	0