



PR/159050 | IT Sales SAP Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1542379

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 27th, 2025 10:31

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

As an IT Sales SAP Manager with a Japanese organization, your key responsibility will be to drive business growth by identifying and capitalizing on new opportunities within the technology sector focusing primarily in ERP (SAP) along with their own SAP Operation centre to provide technical support.

Key Responsibility

- Initiate new business leads or opportunities
- Own and hit/exceed annual sales targets within assigned territory and accounts
- Develop and execute strategic plan to achieve sales targets and expand our customer base
- Strong negotiation skills to close deals and manage client relationships

Requirements

- 8-10 year's experience in sales, particularly in enterprise software solutions like SAP
- Diploma or Degree in Sales & Business Development or Marketing in IT industry is a must.
- Passionate about the IT industry
- Proven track record of success in Sales / business development
- Strong network of contacts within the IT/Software community.
- Self-motivated with a passion for driving growth and achieving targets

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Company Description