CareerCross by JAC Recruitment

JAC Recruitment — Malaysia
We are recruitment specialists around the globe

PR/159178 | IT Sales Manager (SAAS)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1544757

Industry
IT Consulting

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
June 17th, 2025 10:15

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

A software company that embraces Japanese-style management, specializing in cutting-edge technology. Our mission is to assist and support you in leveraging websites and local businesses to drive your business growth.

Role:

- Identify potential customers and generate leads through various channels.

- Understand the technical aspects of the software to effectively communicate its value to customers.

- Provide ongoing support and assistance to clients, ensuring they maximize the benefits of the software.

- Initiate new business leads or opportunities

- Own and hit/exceed annual sales targets within assigned territory and accounts.

Requirements:

- At least 5-6 years of experience in software or SaaS service sales.

- Proven experience in new business development, including sales list creation, telemarketing, and other sales activities.

- Experience in the manufacturing, automotive, distribution/retail, or service sectors.

- Knowledge of system development.

- Bachelor Degree in Software and Data Engineering or a related field

#L1-JACMY

Company Description