



PR/159079 | Sales Manager (B2B - Travel Industry)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1548422

Industry

Tourism

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

October 1st, 2025 07:00

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

One of the largest global travel agencies is seeking a dynamic and innovative Sales Manager with a professional and creative mindset, passion for sales, and a strong desire for growth to join their team.

Key Responsibilities:

- Create and implement effective sales strategies to achieve agency sales targets and growth.
- Lead, mentor, and motivate the sales team to meet and exceed sales goals.
- Build and maintain strong relationships with clients, ensuring high levels of customer satisfaction and loyalty.
- Analyze market trends and customer preferences to tailor travel packages and promotions.
- Track and report on sales performance, providing insights and recommendations for improvement.

- Stay updated on travel products, destinations, and industry trends to provide expert advice to clients.

Requirements:

- Bachelor's degree in Marketing, Business Administration, Hospitality, or a related field.
- Experience: Minimum of 7 years of experience in sales, preferably in the travel or hospitality industry.
- Proven track record of achieving sales targets and driving business growth.
- Excellent verbal and written communication skills.
- Strong problem-solving and decision-making abilities.
- Familiarity with CRM software and travel booking systems.
- Willingness to travel as required for client meetings and industry events

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Company Description