



PR/159469 | Head of Sales (IT)

## Job Information

### Recruiter

JAC Recruitment Malaysia

### Job ID

1555414

### Industry

Other (Trade)

### Job Type

Permanent Full-time

### Location

Malaysia

### Salary

Negotiable, based on experience

### Refreshed

August 19th, 2025 10:19

## 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

### Company and Job Overview

Our client is an IT consulting firm specializing in SAP solutions, with operations spreading across Japan, China, Thailand, Singapore, Malaysia, New Zealand, India and UAE. You will be responsible to lead domestic sales activities in Malaysia.

### Job Responsibilities

- Planned and executed strategic sales initiatives to drive revenue growth and market expansion
- Managed and guided the sales department, ensuring alignment with business goals and operational efficiency across the group
- Acted as a playing manager by engaging in direct sales activities, including new business development, proposal creation, and deal closing
- Built and operated a flexible system for sourcing IT talent both locally and from neighboring countries, incorporating remote work arrangements
- Established and maintained strong relationships with key clients to support long-term business partnerships
- Communicated accurate project requirements to the recruitment team and ensured timely follow-up
- Reported progress, challenges, and key updates to the CEO in a timely and structured manner

## Job Requirements

- Over 5 years of sales management experience in the IT human resource industry as Head of Sales, leading a team of 5 or more
  - More than 5 years of sales experience in SAP-related resource business, including AMS and project-based engagements
  - Achieved personal annual sales exceeding MYR 15 million in the IT human resource sector for the past 3 consecutive years
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- Familiarity with IT tools such as  
  
Dynamics, Oracle, ServiceNow, Salesforce in sales or operations
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- Strong network with SAP user companies that can be leveraged post-hire
  - Excellent communication, negotiation, leadership, and strategic thinking skills
  - Ability to work in cross-border, multicultural environments with native-level English proficiency

Interested applicants, feel free to click **APPLY NOW**

#LI-JACMY  
#countrymalaysia

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## Company Description