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JAC Recruitment Malaysia

PR/160063 | Key Account / Sales Executive (B2B / Corporate)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1574856

Industry

Other

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 27th, 2026 10:55

General Requirements

Minimum Experience Level

Over 1 year

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

A company in the Digital Printing & Customisation Industry is looking for a B2B Key Account/Sales Executive to join their team in KL. This role is responsible for driving revenue growth by acquiring new corporate clients, managing key accounts, and overseeing end-to-end sales cycles to support long-term business expansion.

Key Responsibilities:

- Acquire new B2B/enterprise clients through proactive prospecting, needs analysis, and strategic sales approaches.
- Manage and grow existing key accounts by strengthening relationships, identifying upsell/cross-sell opportunities, and ensuring client retention.
- Maintain a healthy sales pipeline with accurate forecasting, timely follow-ups, and consistent achievement of sales targets.
- Lead the full sales cycle—from negotiation to deal closure—while coordinating with internal teams to ensure smooth

project execution.

- Analyze sales performance, customer behavior, and market trends to refine sales strategies and improve revenue outcomes.
- Represent the business at industry events and networking opportunities to enhance market presence and generate high-quality leads.

Requirements:

- 1- 3 years of B2B or corporate sales experience.
- Proven track record of meeting and exceeding sales targets.
- Strong communication, negotiation, and relationship management skills.
- Strategic, adaptable, and motivated to thrive in a fast-paced environment.

#LI-JACMY

#stateKL

#countrymalaysia

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Company Description