



PR/160223 | Senior Sales Executive (Digital solutions, AI / SaaS / IT) - Hybrid Work Arrangement

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1581815

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 5th, 2026 12:00

General Requirements

Minimum Experience Level

Over 6 years

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 multinational digital solutions company is seeking a Senior Sales Executive to join their team. This role is responsible for driving new business growth, expanding existing enterprise and SMB accounts, and promoting cutting-edge AI and digital solutions—including multi-LLM platforms and SaaS offerings. The position is hands-on and requires full ownership of the entire sales cycle, from prospecting to closing, to achieve revenue targets.

Key Responsibilities:

- Identify, develop, and close new business opportunities for AI and digital solutions, including multi-LLM platforms and SaaS offerings.
- Manage the complete sales cycle: prospecting, discovery, solution proposal, commercial negotiation, closing, and handover to delivery teams.
- Collaborate with HQ and regional teams to understand new solutions, localize value propositions, and provide market

feedback.

- Build and maintain strong relationships with stakeholders at all levels, from operational teams to C-suite executives.
- Educate customers on safe and compliant AI adoption, including governance and data residency.
- Develop and execute account plans, including revenue targets, opportunity pipelines, and engagement strategies.
- Work closely with internal teams—presales, technical, delivery, legal, finance—to design compelling proposals and ensure smooth deal execution.
- Monitor market developments, customer needs, and competing offerings to refine sales strategies.
- Provide accurate forecasts, pipeline visibility, and regular reporting to the Sales Manager.

Requirements:

- Minimum 3–5 years of experience in B2B software, IT, or SaaS sales with enterprise and/or SMB customers.
- Proven track record in hunting new business and expanding existing accounts.
- Experience with AI, data, analytics, or cloud solutions is an advantage.
- Ability to build strong relationships and confidently engage C-level and senior stakeholders.
- Strong ownership and hands-on mindset, able to independently drive end-to-end sales cycles.
- Highly adaptable, capable of managing multiple evolving priorities and solution areas.
- Fast learner with strong curiosity about AI, data, and emerging technologies.
- Resilient and persistent in competitive, fast-paced environments.
- Collaborative team player, able to work effectively across cross-functional and cross-regional teams.

#LI-JACMY

#stateKL

#countrymalaysia

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Company Description