



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

April 7th, 2026 11:01

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

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

Company Description