



PR/160288 | Senior Key Account Executive (Manage existing clients only) - A fast-growing MNC in the Digital Gifting & Martech industry

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1582514

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 12th, 2026 15:00

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 fast-growing multinational company in the Digital Gifting & Martech industry is seeking an Account Management / Inside Sales professional to manage relationships with existing enterprise clients. This role focuses on digital campaign execution, upselling, cross-selling, and CRM-driven account management within a dynamic, tech-focused environment.

Job Description

- Manage and support existing enterprise accounts.
- Execute and coordinate digital gift-based campaigns.
- Identify and propose upsell and cross-sell opportunities.
- Maintain and track sales pipelines using CRM tools.

- Collaborate with internal operations and cross-functional teams to deliver projects smoothly.

Job Requirements

- 5–8 years of experience in inside sales or account management in SaaS, Martech, Fintech, or platform industries, managing enterprise clients.
- Strong proficiency with CRM tools (HubSpot, Salesforce, Zoho, etc.).
- Solid account management, upselling, cross-selling, and pipeline management skills.
- Ability to manage multiple concurrent projects efficiently in a fast-paced environment.

#LI-JACMY

#stateKL

#countrymalaysia

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Company Description