



## 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**

June 9th, 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