



## PR/160290 | Senior B2B Sales Executive (Enterprise Business Development)- A fast-growing MNC in the Digital Gifting & Martech industry

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1582516

**Industry**

IT Consulting

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

April 28th, 2026 03:00

### 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 a B2B Incentive Sales professional to develop new enterprise clients and propose digital gift-based solutions for corporate incentive programs. This role focuses on enterprise-level solution sales, incentive program design, and closing large-scale deals with HR and Sales departments.

#### Job Description

- Develop new enterprise clients and expand business opportunities.
- Conduct proposal-based sales targeting HR and Sales departments.
- Design corporate incentive programs (sales incentives, employee rewards, dealer incentives, loyalty programs).
- Drive end-to-end sales cycles and close large-scale enterprise deals.

- Collaborate with internal teams to deliver customized incentive solutions.

#### Job Requirements

- 8–12 years of experience in enterprise sales, working closely with HR and Sales departments.
- Experience in incentive program planning, sales awards, or digital reward integration.
- Strong enterprise and solution-sales skills with the ability to design incentive systems.
- Proficiency in CRM-based pipeline management.
- Preferred background from incentive/reward companies, HR tech providers, or enterprise sales organizations.

#LI-JACMY

#stateKL

#countrymalaysia

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#### Company Description