



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

March 31st, 2026 05:00

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

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