



PR/160292 | Senior Sales Manager (A well-established IT consulting firm based in Taiwan (hybrid work mode))

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1582517

Industry

IT Consulting

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 23rd, 2026 04:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

JOB RESPONSIBILITIES: -

- Act as the primary point of contact, managing client needs, expectations, and long-term relationships
- Grow revenue by identifying new business opportunities, acquiring new customers, and driving upsell and cross-sell initiatives
- Prepare accurate pricing, quotations, and proposals aligned with client needs and solution value
- Collaborate with internal teams to deliver solutions, execute strategic plans, and achieve business KPIs
- Maintain accurate account records, track key metrics, and provide regular sales performance reports to management

JOB REQUIREMENTS: -

- Bachelor's degree in IT, Business, or a related discipline
- Minimum 8 years of IT sales experience, preferably in the Financial Services sector with a strong focus on software and solution selling
- Proven ability to consistently meet or exceed sales targets
- Taiwan citizen, based in Taiwan, with a strong understanding of the local market
- Willingness and ability to travel between Taiwan and Hong Kong as required

#LI-JACMY

#StateKL

#Taiwan

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Company Description