



PR/160344 | Key Account / Sales Executive (B2B / Corporate)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1584380

Industry

Other

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

March 31st, 2026 10:26

General Requirements

Minimum Experience Level

Over 1 year

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 company in the Digital Printing & Customisation Industry is looking for a B2B Key Account/Sales Executive to join their team in KL. This role is responsible for driving revenue growth by acquiring new corporate clients, managing key accounts, and overseeing end-to-end sales cycles to support long-term business expansion.

Key Responsibilities:

- Acquire new B2B/enterprise clients through proactive prospecting, needs analysis, and strategic sales approaches.
- Manage and grow existing key accounts by strengthening relationships, identifying upsell/cross-sell opportunities, and ensuring client retention.
- Maintain a healthy sales pipeline with accurate forecasting, timely follow-ups, and consistent achievement of sales targets.
- Lead the full sales cycle—from negotiation to deal closure—while coordinating with internal teams to ensure smooth

project execution.

- Analyze sales performance, customer behavior, and market trends to refine sales strategies and improve revenue outcomes.
- Represent the business at industry events and networking opportunities to enhance market presence and generate high-quality leads.

Requirements:

- 1- 3 years of B2B or corporate sales experience.
- Proven track record of meeting and exceeding sales targets.
- Strong communication, negotiation, and relationship management skills.
- Strategic, adaptable, and motivated to thrive in a fast-paced environment.

#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