



PR/160438 | Sales Manager (Digital Marketing Solutions)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1589965

Industry

Digital Marketing

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 28th, 2026 10:56

General Requirements

Minimum Experience Level

Over 3 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

COMPANY OVERVIEW

The company is a leading digital marketing and technology solutions provider, delivering integrated, data-driven strategies to help brands grow in an increasingly digital landscape. With a strong presence in the regional market, the organization partners with clients across various industries to drive measurable business outcomes.

Its core offerings include performance marketing, digital media planning and buying, e-commerce solutions, marketing technology, and integrated digital campaigns. The company emphasizes innovation, collaboration, and results, leveraging analytics and technology to create impactful customer experiences.

With a dynamic and fast-paced culture, the organization provides opportunities for growth, learning, and exposure to diverse clients and projects, making it an exciting environment for ambitious sales and commercial professionals.

JOB RESPONSIBILITIES

Sales & Business Development

- Drive end-to-end sales activities including prospecting, pitching, proposal development, negotiation, and deal closure
- Identify and pursue new business opportunities in digital marketing, media buying, e-commerce, and MarTech solutions
- Manage and grow a strong sales pipeline to meet or exceed revenue targets
- Develop tailored solutions based on client needs and business objectives

Client Relationship Management

- Build and maintain long-term relationships with key clients and stakeholders
- Act as the main point of contact for assigned accounts during pre-sales stages
- Work closely with internal teams to ensure smooth handover and client satisfaction

Strategy & Market Insights

- Monitor market trends, competitive landscape, and industry developments
- Contribute to sales strategies, pricing models, and go-to-market plans
- Identify upselling and cross-selling opportunities within existing accounts

Collaboration & Reporting

- Collaborate closely with internal teams including Strategy, Media, Creative, Performance, and Operations
- Prepare sales forecasts, reports, and pipeline updates for management
- Participate in management meetings and business planning sessions

JOB REQUIREMENTS

- Minimum 3-5 years of sales or business development experience
- Proven experience in digital marketing, media agency, MarTech, or digital solutions
- Demonstrated track record of closing mid- to large-scale deals
- Strong presentation, negotiation, and communication skills
- Excellent stakeholder management and relationship-building abilities
- Strong business acumen with a results-driven mindset
- Ability to work independently in a fast-paced environment
- Bachelor's Degree in Business, Marketing, Communications, or a related field

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Company Description