



PR/159469 | Head of Sales (IT)

**募集職種****人材紹介会社**

ジェイエイシーリクルートメント マレーシア

**求人ID**

1555414

**業種**

その他（商社）

**雇用形態**

正社員

**勤務地**

マレーシア

**給与**

経験考慮の上、応相談

**更新日**

2025年09月02日 12:01

**応募必要条件****職務経験**

3年以上

**キャリアレベル**

中途経験者レベル

**英語レベル**

ビジネス会話レベル

**日本語レベル**

ビジネス会話レベル

**最終学歴**

短大卒：準学士号

**現在のビザ**

日本での就労許可は必要ありません

**募集要項****Company and Job Overview**

Our client is an IT consulting firm specializing in SAP solutions, with operations spreading across Japan, China, Thailand, Singapore, Malaysia, New Zealand, India and UAE. You will be responsible to lead domestic sales activities in Malaysia.

**Job Responsibilities**

- Planned and executed strategic sales initiatives to drive revenue growth and market expansion
- Managed and guided the sales department, ensuring alignment with business goals and operational efficiency across the group
- Acted as a playing manager by engaging in direct sales activities, including new business development, proposal creation, and deal closing
- Built and operated a flexible system for sourcing IT talent both locally and from neighboring countries, incorporating remote work arrangements
- Established and maintained strong relationships with key clients to support long-term business partnerships
- Communicated accurate project requirements to the recruitment team and ensured timely follow-up
- Reported progress, challenges, and key updates to the CEO in a timely and structured manner

## Job Requirements

- Over 5 years of sales management experience in the IT human resource industry as Head of Sales, leading a team of 5 or more
  - More than 5 years of sales experience in SAP-related resource business, including AMS and project-based engagements
  - Achieved personal annual sales exceeding MYR 15 million in the IT human resource sector for the past 3 consecutive years
- 
- Familiarity with IT tools such as  
  
Dynamics, Oracle, ServiceNow, Salesforce in sales or operations
- 
- Strong network with SAP user companies that can be leveraged post-hire
  - Excellent communication, negotiation, leadership, and strategic thinking skills
  - Ability to work in cross-border, multicultural environments with native-level English proficiency

Interested applicants, feel free to click **APPLY NOW**

#LI-JACMY  
#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>

---

会社説明