



PR/160288 | Senior Key Account Executive (Manage existing clients only) - A fast-growing MNC in the Digital Gifting & Martech industry

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

1582514

業種

ITコンサルティング

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

2026年05月12日 15:00

応募必要条件

職務経験

6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

無し

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

A fast-growing multinational company in the Digital Gifting & Martech industry is seeking an Account Management / Inside Sales professional to manage relationships with existing enterprise clients. This role focuses on digital campaign execution, upselling, cross-selling, and CRM-driven account management within a dynamic, tech-focused environment.

Job Description

- Manage and support existing enterprise accounts.
- Execute and coordinate digital gift-based campaigns.
- Identify and propose upsell and cross-sell opportunities.
- Maintain and track sales pipelines using CRM tools.

- Collaborate with internal operations and cross-functional teams to deliver projects smoothly.

Job Requirements

- 5–8 years of experience in inside sales or account management in SaaS, Martech, Fintech, or platform industries, managing enterprise clients.
- Strong proficiency with CRM tools (HubSpot, Salesforce, Zoho, etc.).
- Solid account management, upselling, cross-selling, and pipeline management skills.
- Ability to manage multiple concurrent projects efficiently in a fast-paced environment.

#LI-JACMY

#stateKL

#countrymalaysia

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会社説明