



## PR/160290 | Senior B2B Sales Executive (Enterprise Business Development)- 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

1582516

#### 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 a B2B Incentive Sales professional to develop new enterprise clients and propose digital gift-based solutions for corporate incentive programs. This role focuses on enterprise-level solution sales, incentive program design, and closing large-scale deals with HR and Sales departments.

#### Job Description

- Develop new enterprise clients and expand business opportunities.
- Conduct proposal-based sales targeting HR and Sales departments.
- Design corporate incentive programs (sales incentives, employee rewards, dealer incentives, loyalty programs).
- Drive end-to-end sales cycles and close large-scale enterprise deals.

- Collaborate with internal teams to deliver customized incentive solutions.

#### Job Requirements

- 8–12 years of experience in enterprise sales, working closely with HR and Sales departments.
- Experience in incentive program planning, sales awards, or digital reward integration.
- Strong enterprise and solution-sales skills with the ability to design incentive systems.
- Proficiency in CRM-based pipeline management.
- Preferred background from incentive/reward companies, HR tech providers, or enterprise sales organizations.

#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.

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会社説明