



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04月14日 13:00

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

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会社説明