



PR/160292 | Senior Sales Manager (A well-established IT consulting firm based in Taiwan (hybrid work mode))

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

1582517

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

流暢

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

JOB RESPONSIBILITIES: -

- Act as the primary point of contact, managing client needs, expectations, and long-term relationships
- Grow revenue by identifying new business opportunities, acquiring new customers, and driving upsell and cross-sell initiatives
- Prepare accurate pricing, quotations, and proposals aligned with client needs and solution value
- Collaborate with internal teams to deliver solutions, execute strategic plans, and achieve business KPIs
- Maintain accurate account records, track key metrics, and provide regular sales performance reports to management

JOB REQUIREMENTS: -

- Bachelor's degree in IT, Business, or a related discipline
- Minimum 8 years of IT sales experience, preferably in the Financial Services sector with a strong focus on software and solution selling
- Proven ability to consistently meet or exceed sales targets
- Taiwan citizen, based in Taiwan, with a strong understanding of the local market
- Willingness and ability to travel between Taiwan and Hong Kong as required

#LI-JACMY

#StateKL

#Taiwan

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会社説明