



PR/160344 | Key Account / Sales Executive (B2B / Corporate)

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

1584380

業種

その他

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06月09日 06:00

応募必要条件

職務経験

1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 company in the Digital Printing & Customisation Industry is looking for a B2B Key Account/Sales Executive to join their team in KL. This role is responsible for driving revenue growth by acquiring new corporate clients, managing key accounts, and overseeing end-to-end sales cycles to support long-term business expansion.

Key Responsibilities:

- Acquire new B2B/enterprise clients through proactive prospecting, needs analysis, and strategic sales approaches.
- Manage and grow existing key accounts by strengthening relationships, identifying upsell/cross-sell opportunities, and ensuring client retention.
- Maintain a healthy sales pipeline with accurate forecasting, timely follow-ups, and consistent achievement of sales targets.
- Lead the full sales cycle—from negotiation to deal closure—while coordinating with internal teams to ensure smooth

project execution.

- Analyze sales performance, customer behavior, and market trends to refine sales strategies and improve revenue outcomes.
- Represent the business at industry events and networking opportunities to enhance market presence and generate high-quality leads.

Requirements:

- 1- 3 years of B2B or corporate sales experience.
- Proven track record of meeting and exceeding sales targets.
- Strong communication, negotiation, and relationship management skills.
- Strategic, adaptable, and motivated to thrive in a fast-paced environment.

#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.

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