



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03月31日 10:26

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

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会社説明