



## PR/160438 | Sales Manager (Digital Marketing Solutions)

### 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

1589452

#### 業種

デジタルマーケティング

#### 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21日 10:24

### 応募必要条件

#### 職務経験

3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

#### COMPANY OVERVIEW

The company is a leading digital marketing and technology solutions provider, delivering integrated, data-driven strategies to help brands grow in an increasingly digital landscape. With a strong presence in the regional market, the organization partners with clients across various industries to drive measurable business outcomes.

Its core offerings include performance marketing, digital media planning and buying, e-commerce solutions, marketing technology, and integrated digital campaigns. The company emphasizes innovation, collaboration, and results, leveraging analytics and technology to create impactful customer experiences.

With a dynamic and fast-paced culture, the organization provides opportunities for growth, learning, and exposure to diverse clients and projects, making it an exciting environment for ambitious sales and commercial professionals.

## JOB RESPONSIBILITIES

### Sales & Business Development

- Drive end-to-end sales activities including prospecting, pitching, proposal development, negotiation, and deal closure
- Identify and pursue new business opportunities in digital marketing, media buying, e-commerce, and MarTech solutions
- Manage and grow a strong sales pipeline to meet or exceed revenue targets
- Develop tailored solutions based on client needs and business objectives

### Client Relationship Management

- Build and maintain long-term relationships with key clients and stakeholders
- Act as the main point of contact for assigned accounts during pre-sales stages
- Work closely with internal teams to ensure smooth handover and client satisfaction

### Strategy & Market Insights

- Monitor market trends, competitive landscape, and industry developments
- Contribute to sales strategies, pricing models, and go-to-market plans
- Identify upselling and cross-selling opportunities within existing accounts

### Collaboration & Reporting

- Collaborate closely with internal teams including Strategy, Media, Creative, Performance, and Operations
- Prepare sales forecasts, reports, and pipeline updates for management
- Participate in management meetings and business planning sessions

## JOB REQUIREMENTS

- Minimum 3-5 years of sales or business development experience
- Proven experience in digital marketing, media agency, MarTech, or digital solutions
- Demonstrated track record of closing mid- to large-scale deals
- Strong presentation, negotiation, and communication skills
- Excellent stakeholder management and relationship-building abilities
- Strong business acumen with a results-driven mindset
- Ability to work independently in a fast-paced environment
- Bachelor's Degree in Business, Marketing, Communications, or a related field

#LI-JACMY

#countrymalaysia

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会社説明