



## 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

1591456

#### 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05月12日 10:16

### 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

**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