



## PR/161246 | Senior Executive, Delegate Sales (Korean speaker)

### 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

1618552

#### 業種

その他（商社）

#### 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10月20日 10:22

### 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

流暢レベル

#### 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

#### About the Company

A regional B2B events and marketing organization specializing in conferences, executive summits, trade exhibitions, business delegations, and corporate engagement programs across Asia. The company helps organizations increase brand visibility, connect with target audiences, generate qualified business leads, and drive commercial growth through strategic event management and marketing solutions.

#### Job Description

As an Executive, Delegate Sales, you will play a crucial role in driving revenue growth by selling delegate packages and recruiting qualified participants to join Asia Events Group's conferences, exhibitions, and B2B meetings. This position is performance-driven, with clear targets tied to measurable sales results, client engagement, and successful buyer recruitment.

#### Your Responsibilities

**High-Volume Outreach**

- Make a high number of daily outbound calls to corporate companies (local & international) to secure paid delegate participation at Asia Events Group's conferences.
- Consistently achieve weekly and monthly call and sales targets.

**Event Attendee Recruitment**

- Identify, recruit, and manage qualified delegates, importers, distributors, corporate decision-makers (paid & complimentary), and relevant industry stakeholders to attend B2B meetings with international exporters or regional conferences
- Ensure assigned buyer recruitment quotas are achieved for each event.

**Client Relationship & Retention**

- Build and maintain long-term relationships with senior-level corporate clients.
- Identify client needs, upselling opportunities, and opportunities for repeat participation to increase event revenue.

**Market Expansion & Research**

- Conduct market research to identify new leads, evaluate potential clients, and continuously expand the company's market database.
- Develop strong relationships with key decision-makers to increase company visibility and market reach.

**Appointment Setting**

- Schedule qualified appointments with South Korean companies as potential exhibitors for the Asia Events Group sales team.
- Coordinate online (Zoom) or in-person meetings effectively.

**Key Performance Indicators (KPIs)**

- Daily activity target: Minimum of 60–80 outbound calls
- Monthly sales target: Achieve assigned revenue goals
- Buyer recruitment quota: Meet or exceed confirmed buyer numbers per project
- Client conversion rate: Maintain consistent conversion ratios for cold-to-warm leads
- Database growth: Continuously expand and update qualified leads in CRM

**Requirements**

- Must be able to start immediately
- Fluent in speaking, reading, and writing Korean
- Excellent in speaking, reading, and writing English
- Diploma or degree in Business Administration or related field (preferred)
- Minimum 3 years of telesales experience and 2 years in cold calling
- Must have WhatsApp & Viber application installed on mobile phone
- Proven track record in performance-based sales roles (preferably in the MICE industry)
- Strong customer-centric and interpersonal communication skills
- Highly self-motivated, goal-oriented, and able to perform under pressure
- Presentable, confident, and comfortable engaging with senior executives
- Proficiency with CRM tools and online meeting platforms (Zoom, MS Teams)

**What We Offer**

- Attractive commission structure with unlimited earning potential
- Performance-based incentives and recognition programs
- Opportunity to grow into regional or managerial roles
- Exposure to international business networks and high-profile clients

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#countrymalaysia

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Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

