



PR/158355 | Senior Sales Executive, IT

Job Information

Recruiter[JAC Recruitment Malaysia](#)**Job ID**

1511034

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 17th, 2024 11:30

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

Our clients are a leading distributor of IT products and solutions, well established for over 25 years in Malaysia. They are currently seeking a Senior Sales Executive experienced in the IT industry to join their dynamic team. This role will be based in Klang and would require regular travel.

Job Responsibilities

- Act as the face of the company, promoting our products and services to customers and dealers.
- Provide detailed information about our offerings, highlighting their benefits and features.
- Drive sales growth and profitability within your designated section by meeting and exceeding sales targets.
- Regularly monitor and track sales performance, ensuring alignment with company goals.

- Manage key accounts, maintaining strong relationships with existing clients and nurturing new sales prospects.
- Identify and pursue new sales opportunities to expand our customer base.
- Ensure timely collection of payments from customers and dealers, maintaining accurate records.
- Prepare and submit weekly sales reports, providing insights into sales activities and performance.

Job Requirements

- Proven experience as a Senior Sales Executive or similar role in the IT industry.
- Strong understanding of IT products and business solutions, particularly in networking.
- Excellent communication and presentation skills in English, Malay, & Mandarin
- Ability to develop and implement effective sales strategies.
- Strong analytical and problem-solving skills.
- Ability to build and maintain strong client relationships.
- Proficiency in using CRM software and other sales tools.
- Ability to work independently and as part of a team.
- Willingness to travel and participate in industry events.

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Company Description