

Job Title: Graduate Sales Executive

Location: Kuala Lumpur

Company Overview: Cloud Destinations is a Silicon Valley-headquartered, well-established technology organization focused on digital transformation, enterprise application development, infrastructure projects, and professional services related to Large Scale Cloud Migrations, Multi-Cloud Operations (AWS, Azure, Google Cloud, VMware, Rack Space, etc.), Dev Ops, RNO, Security Operations, Datacenter, UC Collaboration, and IoT. We pride ourselves on deep domain skills in retail, health care, financial, travel, and high technology.

Cloud Destinations is embarking an expansion plan to APAC market to begin with Malaysia. Company has its sales office in Kuala Lumpur and plans to expand business locally. In line with this vision, Company is seeking to onboard sales professional with the following skills and experience.

Position Overview: We are looking for enthusiastic and motivated individuals to join us as **Sales Executives** to support the growth of our cloud, digital, and security services business. This is an exciting opportunity for fresh graduates who have a strong interest in sales and business development. You will play a key role in identifying opportunities, generating leads, and contributing to our business growth.

No prior sales experience is required – if you have the right attitude, a passion for learning, and a drive to succeed.

Key Responsibilities:

New Business Development

- Identify and engage potential clients across assigned industries, territories, or through the partner network.
- Lead generation efforts, qualify prospects, and actively participate in sales outreach activities.
- Contribute to the entire sales cycle — from initial prospecting and product presentations to negotiation and closing of deals.
- Assist in the development of go-to-market strategies and sales plans under the guidance of senior team members.
- Contribute to meeting monthly, quarterly, and annual targets for new business acquisition.

Sales Execution & Revenue Growth

- Work towards sales goals
- Maintain a sales pipeline and report on progress
- Assist in preparing proposals, pricing, and basic contract terms
- Collaborate with internal teams to support smooth order execution.

Client & Market Engagement

- Relationship management through client interactions and meetings.
- Stay updated on industry trends and customer needs with guidance from the team.
- Learn to deliver value-based sales pitches and participate in client presentations.

Partner & Channel Sales Support

- Assist in supporting partner and channel sales initiatives.
 - Participate in developing partner engagement plans and co-selling activities.
 - Support partner and channel sales activities as part of joint go-to-market efforts.
 - Collaborate with partners to maximize sales reach and deal conversion.
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Qualifications & Profile:

- Recent graduate (preferably an MBA) with a strong interest in B2B sales.
- Excellent communication skills, a proactive mindset, and a willingness to learn.

- Passion for business development and a desire to build a career in technology sales.
- A team player with a positive attitude and the ability to work in a fast-paced environment.
- Strong hunter mentality with a passion for new business acquisition and exceeding sales targets.
- Basic understanding of cloud computing, digital transformation, and cybersecurity concepts (desired)
- Fluency in English, with the ability to engage effectively with enterprise and mid-market clients.
- Ability to work in a target-driven environment, meet tight deadlines, and manage multiple opportunities simultaneously.

Benefits:

- Competitive salary package
- Opportunities for professional development and career advancement
- Dynamic and collaborative work environment

How to Apply: If you are a motivated and driven individual looking to *embark on* a career in sales, we would love to hear from you! Please submit your CV to - amalar@clouddestinations.com