



**Reliant Design Solutions Sdn Bhd** 201501000462 (1125794-v)  
D-03-08, Block D, Level 3, Southgate Commercial Centre,  
No2, Jalan Dua, Off Jalan Chan Sow Lin, 55200 Kuala Lumpur  
SST No: W10-2003-3200022  
T | +603-9226 2979 W | [www.reliant-ds.com](http://www.reliant-ds.com)  
E | [sales@reliant-ds.com](mailto:sales@reliant-ds.com)

**Job Title:** Junior Inside Sales Executive (B2B Tech / Software) **Location:** [South Gate Commercial Centre, KL]. **Employment Type:** Full-time | Entry Level (0 – 2 Years Exp)

**About the Opportunity:** Are you looking to kickstart a high-income career in the Technology and Design industry?

**Reliant Design Solutions Sdn Bhd** is a premier provider of design technology (CAD/BIM software) assisting the Architecture, Engineering, and Manufacturing sectors in Malaysia. We are looking for energetic, hungry, and ambitious individuals to join our **Inside Sales Team**.

**You don't need 10 years of experience. You just need the right attitude.** We provide full product training and mentorship.

#### **What You Will Do (The Role):**

- **Hunt & Qualify:** actively prospect for new clients via phone calls, emails, and social media (LinkedIn) to generate fresh leads.
- **Consult:** Understand the business needs of Architects and Engineers and introduce them to Reliant's software solutions.
- **Close & Manage:** Handle quotations, follow up on sales inquiries, and close small-to-medium deals.
- **Relationship Building:** Maintain strong relationships with existing customers to ensure subscription renewals.
- **Collaborate:** Work closely with the Sales Manager and Technical Team to strategize bigger opportunities.

#### **Who We Are Looking For:**

- **Experience:** Fresh Graduates (Diploma/Degree) are welcome! Or candidates with 1-2 years of sales/customer service experience.
- **Communication:** Strong command of English and Bahasa Malaysia (Mandarin is a bonus). You must be comfortable picking up the phone and talking to strangers.
- **Attitude:** You must be "thick-skinned," resilient, and target driven. Rejection is part of sales; bouncing back is key.
- **Tech-Savvy:** You don't need to be an engineer, but you must be comfortable learning new software and using computers daily.



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### Why Join Reliant Design Solutions?

- **Earnings:** Competitive Basic Salary + **Uncapped Commission** structure.
- **Growth:** Clear career path from Inside Sales to Account Manager.
- **Knowledge:** Learn about the booming construction & manufacturing tech industry.
- **Culture:** A supportive management team that mentors rather than micromanages.

**How to Apply:** Don't just click "Apply." Show us you are a salesperson! Email your CV to [elvin.loh@reliant-ds.com](mailto:elvin.loh@reliant-ds.com) with the subject line: "**I am your next Inside Sales Star – [Your Name]**".