



PR/158757 | Sales Executive (Electronic Components)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1536684

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 30th, 2025 16:04

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

A leading multinational company that is a distributor of electronic components is expanding worldwide, and they are looking for a Sales Executive to join their team.

Job Descriptions:

- Manage and grow Japanese customers in the ASEAN region
- Liaise closely with HQ in Japan on customers' projects transfer to ASEAN
- Co-ordinate pricing with marketing department and facilitate quotes to customers
- Review customers' forecast and work with customer service department to ensure smooth deliveries to customers
- Conduct face-to-face or online meeting with customers or internal parties to maintain good relationship, to know customers' production trend to budget sales amount or to discuss daily topics.

- To be engaged in the Company's expansion into new business sectors that is beyond semiconductor distribution.

Job Requirements:

- Diploma or Degree in any discipline
- Basic knowledge of Electrical & Electronics Engineering will be beneficial
- At least 2 years of relevant sales experiences
- Good communication skills with pleasant personality to work in team
- Good analytical skills with meticulous attitude, logical thinking & problem-solving skills
- Good knowledge of Excel, PowerPoint, Word and experiences with ERP system like Oracle/SAP
- Knowledge of Incoterms, export/import & logistics (warehouse/forwarding) will be advantageous
- **Overseas travel is required**

Company Description