



## PR/158767 | B2B Sales Engineer (Semiconductor & Electronics Industry)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1536690

**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

Our client is a well-established company specialize in advanced materials and solutions for the electronics and semiconductor industry.

**Location to work:** Petaling Jaya

**Responsibilities:**

- Develop and maintain strong relationships with existing clients while identifying opportunities for upselling and cross selling
- Identify, engage and acquire new customers within the semiconductor and electronics industry, expanding the company market presence
- Provide technical consultation and solutions to customer
- Conduct client meeting, presentations and product demonstration to show technical features and benefits
- Track and follow up on sales inquiries, prospects and ongoing projects to ensure a steady revenue stream
- Coordination with internal and external related parties
- Prepare sales reports, forecasts and customer feedback to support business strategy and decision making
- Provide after sales support, ensure timely resolution of technical issues and customer concerns

**Qualifications:**

- Diploma or Bachelor Degree in Electrical/ Electronic Engineering, Business or related field

- Experience in B2B sales within the semiconductor, electronics or related industry is highly preferred
- Understanding of semiconductor components and electronic products
- Knowledge of PC software applications: (e.g: Microsoft Office, CRM Software and Sales Tools)
- Excellent communication, presentation and relationship building skills
- Proactive, target driven and able to work independently
- Willingness to travel for client meeting, industry events and networking opportunities

**#LI-JACMY**

**#countrymalaysia**

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Company Description