



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

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1540892

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 17th, 2025 03:00

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

Company Description