



JAC Recruitment

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JAC Recruitment Malaysia

PR/159210 | Senior Sales Executive (Electronic Components)

Job Information

Recruiter

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Job ID

1548164

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

October 1st, 2025 05:00

General Requirements

Career Level

Mid Career

Minimum English Level

None

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

Our client is a key player in Malaysia, specializing in the sales of semiconductors, semiconductor parts and materials, and electric and electronic components. The role involves maintaining relationships with existing customers and developing new sales opportunities within the semiconductor and electrical and electronic industries.

Job Responsibilities

- Manage budgets, sales, delivery dates, etc.
- Promoting products from our line cards to existing customers
- Manage purchase and sales prices (periodic and non-periodic updates)

- Share information with other sections in our company (Japan, India, China, Thailand, etc.)
- Regularly transmit information (balance sheet, demand forecast) to HQ
- Visit existing customers (periodic and non-periodic) to build relationships
- Adjust and negotiate between suppliers and customers when delivery issues arise
- Visit and meet with suppliers (if necessary)
- Contact suppliers about demand forecasts and follow up on delivery schedules

Job Requirements

- Minimum of 5 years of experience in sales of electrical and electronic components
- Basic knowledge of electrical and electronic component terminology (e.g. voltage, current)
- Proficient with numbers, including sales records and inventory management
- Strong communication and negotiation skills
- Willingness to travel within Malaysia

Interested applicants, feel free to click **APPLY NOW**.

#LI-JACMY

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Company Description