



PR/159210 | Sales Executive (Semiconductor)

Job Information

Recruiter[JAC Recruitment Malaysia](#)**Job ID**

1548164

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

July 8th, 2025 16:36

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

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
- Developing new customers

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