



## PR/158757 | Sales Executive (Electronic Components)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1551937

**Industry**

Electronics, Semiconductor

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

July 15th, 2025 10:20

### 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 Description:**

- 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

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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**Company Description**