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JAC Recruitment Malaysia

## PR/159510 | Sales Manager

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1556745

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

September 30th, 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 Overview and Job Overview

A leading provider of sales, maintenance services, and certified training for high-tech equipment across the semiconductor, LED, and photovoltaic industries is seeking a dynamic Sales Manager to drive growth in its semiconductor division. Renowned for its technical expertise and customer-centric approach, the company partners with top-tier manufacturers to deliver innovative solutions and seamless support. The Sales Manager will play a critical role in expanding market share, building strategic customer relationships, and collaborating with cross-functional teams to ensure exceptional service delivery. This position is ideal for a seasoned sales professional with deep industry knowledge, strong business development skills, and a passion for driving results in a fast-paced, technology-driven environment.

#### Key Responsibilities:

- Develop and execute sales strategies to grow the company's footprint in the semiconductor sector.
- Collaborate with technical support, after-sales, and product teams to deliver seamless customer experiences.
- Analyze market trends and competitor activities to inform strategic decisions.
- Lead business negotiations, oversee contract finalization, and manage project execution and payment follow-ups.
- Provide regular updates to management on sales performance, market dynamics, and business development progress.

**Key Requirements:**

- Diploma or higher in Electronic Engineering, Marketing, or related disciplines.
- Minimum 5 years of sales experience in the semiconductor industry, with familiarity in wafer fab and OSAT customer ecosystems.
- Proven business development capabilities and established customer network.
- Strong communication, negotiation, and team leadership skills.
- Resilient, target-driven, and willing to travel frequently.

**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**