



PR/159824 | Technical Sales Representative

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1568018

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

February 3rd, 2026 09:02

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

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 global distributor of fluid handling products, specializing in ultrapure and corrosion-resistant systems are seeking a dynamic and motivated Senior Sales Associate to join our team. This role focuses on driving sales growth within the microelectronics sector, building strong customer relationships, and delivering technical solutions that meet the unique needs of our clients.

Key Responsibilities

- Develop and strengthen relationships with key customers in the semiconductor and high-tech industries.
- Identify new business opportunities through existing clients, referrals, and market research.
- Provide technical guidance on product selection, applications, and training to ensure customer success.
- Collaborate with management and operations teams to implement strategies that support profitable sales growth.

Key Requirements

- Strong communication, presentation, and interpersonal skills.

- Self-motivated, results-driven, and eager to learn in a technical sales environment.
- Solid understanding of fluid flow systems in high-tech settings, particularly within the semiconductor industry.
- Experience with filtration systems is a plus.
- Familiarity with semiconductor processes (OEM tools and wafer manufacturing facilities).
- Ability to engage with technical customers and specify products for critical fluid processes.
- Background in distribution, manufacturing, engineering, or semiconductor industries, with knowledge of basic fluid dynamics.

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Company Description