



JAC Recruitment

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JAC Recruitment Malaysia

## PR/159920 | Senior Sales Engineer / Assistant Manager

## Job Information

## Recruiter

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## Job ID

1569632

## Industry

Other (Manufacturing)

## Job Type

Permanent Full-time

## Location

Malaysia

## Salary

Negotiable, based on experience

## Refreshed

December 23rd, 2025 10:17

## General Requirements

## Minimum Experience Level

Over 1 year

## Career Level

Mid Career

## Minimum English Level

Fluent

## Minimum Japanese Level

Daily Conversation

## Minimum Education Level

Associate Degree/Diploma

## Visa Status

No permission to work in Japan required

## Job Description

## Company Overview

A leading provider of electronic components and solutions, serving diverse industries such as semiconductor, automotive, and industrial automation are seeking a Senior Sales Engineer who will be responsible for driving sales growth by developing strong customer relationships, providing technical expertise, and promoting the company's product portfolio. This role requires a blend of technical knowledge and business acumen to identify opportunities, deliver solutions, and achieve revenue targets.

## Key Responsibilities

- Develop and execute sales strategies to achieve assigned targets and expand market share.
- Identify and pursue new business opportunities within the semiconductor and electronics sectors.
- Provide technical consultation and product recommendations to customers.

- Prepare and deliver presentations, proposals, and quotations.
- Collaborate with internal teams (engineering, logistics, and procurement) to ensure customer satisfaction.
- Monitor market trends, competitor activities, and customer requirements to inform business decisions.
- Maintain accurate records of sales activities and forecasts in CRM systems.

#### Key Requirements

- Bachelor's degree in Electrical/Electronic Engineering or related field.
- Minimum 5 years of experience in technical sales within the electronics or semiconductor industry.
- Strong understanding of electronic components and applications.
- Excellent communication, negotiation, and presentation skills.
- Ability to work independently and manage multiple accounts effectively.
- Proficiency in MS Office and CRM tools.

**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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