



PR/159920 | Senior Sales Engineer / Assistant Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1569632

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 26th, 2026 06:00

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.

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Company Description