



## PR/159942 | Sales Representative (Electronic Trading Company)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1569650

**Industry**

Other (Manufacturing)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

February 3rd, 2026 07:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Our client is a well-established Japanese electronic trading company specializing in the distribution of electronic components. They are now looking for someone who experience in sales trading to generate revenue and build long terms relationship with clients.

### Job Responsibilities: -

- Promote and sell the company's products and services to new and existing customers
- Identify, develop, and pursue new business opportunities and markets
- Manage and maintain strong, long-term relationships with customers
- Communicate effectively with Japanese-speaking clients, suppliers, and partners
- Prepare and deliver sales presentations, proposals, and quotations

- Follow up on pricing, orders, and delivery schedules to ensure customer satisfaction
- Achieve or exceed sales targets and KPIs
- Monitor and report on sales performance, market trends, and competitor activities
- Work closely with internal teams (sales support, operations, and marketing) to ensure smooth execution
- Attend trade shows, exhibitions, and industry events as required

**Requirements: -**

- Minimum Diploma or Bachelor's Degree in Business, Marketing, or a related field
- 2–3 years of B2B sales experience, preferably within a trading or electronic components environment
- Experience in new business development will be an advantage
- Strong communication, presentation, and negotiation skills
- Able to understand customer requirements and propose suitable solutions
- Proficient in Microsoft Office (Word, Excel, PowerPoint)
- Self-motivated, target-driven, and results-oriented
- Able to communicate in English and Chinese, Japanese language ability is an advantage
- Willing to travel when required

#LI-JACMY

#Countrymalaysia

**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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

---

Company Description