



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

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#Countrymalaysia

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Company Description