



PR/160072 | Sales Senior Executive

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1574864

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 27th, 2026 10:55

General Requirements

Minimum Experience Level

Over 1 year

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 & Job Overview

A well-established Malaysian manufacturing company specializing in soldering materials and electronic assembly chemicals is seeking a Senior Sales Executive to drive business growth, manage customer relationships, and support both technical and commercial requirements within the electronics manufacturing sector. This role plays a critical part in expanding market presence and strengthening partnerships with existing and potential customers.

Key Responsibilities

- Maintain and cultivate strong customer relationships through regular meetings, calls, and E-Mail communications to ensure continuous engagement and satisfaction.
- Visit potential customers to identify, pursue, and generate new business opportunities within the electronics and semiconductor industries.
- Follow up on sales quotations to ensure timely issuance of purchase orders and accurate completion of billing upon job fulfillment.
- Monitor and track customer payments, ensuring timely collection and close coordination with internal finance teams.
- Collaborate with management to evaluate and approve pricing revisions and cost-reduction proposals offered to customers.

- Gather and analyze market insights, providing updates on industry trends, customer behaviors, and forecasted market movements.
- Attend monthly management meetings at the Shah Alam headquarters in the capacity of Branch Head.
- Perform additional duties as assigned by management in support of overall business and operational objectives.

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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Company Description