



PR/160693 | Commercial Manager (High-Tech & Semiconductor Solutions)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1599381

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:14

General Requirements

Minimum Experience Level

Over 10 years

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

A rapidly growing advanced materials and specialty chemicals provider serving the electronics, semiconductor, and SMT industries is seeking a strategic leader to head Sales, Marketing, and R&D, driving business growth, market expansion, and customer-focused innovation.

Key Responsibilities

- Lead overall strategy across Sales, Marketing, and R&D to achieve business growth.
- Drive sales performance, expand key accounts, and develop new markets.
Manage technical sales of advanced materials (adhesives, epoxy, silicone, UV) and industrial chemical solutions.
- Support semiconductor and wafer fab customers with relevant products and solutions.
- Oversee marketing, branding, and market positioning initiatives.
- Lead and develop cross-functional teams, fostering a high-performance culture.

- Manage budgets, KPIs, and report to senior management.

Key Requirements

- Degree in a technical field (preferably Chemistry).
- Minimum 10 years' experience in manufacturing/chemical industry, with leadership exposure.
- Strong background in technical sales, business development, and key account management.
- Experience in electronics, semiconductor, SMT, or high-tech manufacturing industries.
- Strong commercial acumen, leadership, and communication skills.
Results-driven, analytical, and able to manage cross-functional teams

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Company Description