

PR/160857 | Sales Executive for Japanese Speaker – Electronics Trading Company

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1604926

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 01:00

General Requirements

Minimum Experience Level
Over 1 year

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
Daily Conversation Level

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

A leading Japanese electronics trading company specializing in electronic components, semiconductors, EMS (Electronics Manufacturing Services), and factory automation (FA) equipment, with operations across multiple countries in Asia.

This position offers an excellent opportunity for candidates with little or no sales experience to build a career in technical sales. You will begin by supporting existing customers and learning about the company's products and industry. As you gain experience, you will gradually take on responsibilities in business development and new customer acquisition. Working within a small office environment, you will enjoy a high level of autonomy and exposure to regional operations through close collaboration with overseas offices.

Job Responsibilities
You will initially focus on supporting existing customers and learning the business operations.

- Handle order processing and sales administration for existing customers

- Monitor and manage delivery schedules, coordinating with customers and suppliers
- Liaise with suppliers and internal departments to ensure smooth operations
- Prepare quotations and related sales documentation
- Respond to customer inquiries and provide after-sales support

After becoming familiar with the role, you will also be responsible for:

- Visiting prospective customers and building business relationships
- Researching market trends and identifying business opportunities

You will gradually be involved in a full range of sales activities.

Major customers include:

- Electronics and electrical equipment manufacturers
- Automotive-related manufacturers
- Industrial equipment manufacturers

Requirements

- Business-level English proficiency
- Conversational-level Japanese proficiency or above
- Educational background or technical knowledge in Electrical & Electronics Engineering or Mechanical Engineering
- Strong communication and interpersonal skills

Preferred Qualifications

- Sales experience
- Experience in the manufacturing industry
- Customer service or client-facing experience

Sales experience is not required. Candidates with a technical background who are interested in pursuing a career in sales are highly encouraged to apply.

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Company Description