

PR/160637 | Sales Engineer (semiconductor) - global trading company

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1607700

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 02:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Job Description:

- Drive demand creation for semiconductor and electronic components with customers
- Support marketing activities and initiatives
- Coordinate delivery support, including forecast (FCST) and inventory/stock management
- Build and maintain strong relationships with customers and suppliers
- Prepare and provide regular reports to suppliers

Job Requirements:

- Proven B2B sales experience in relevant products
- Experience in both hunting sales (new customer acquisition) and farming sales (existing account management)
- Min 2–3 years of sales experience within the semiconductor industry
- Minimum Diploma or Degree in Engineering or a related engineering discipline
- Strong command of English, both written and spoken
- Hands-on capability in technical coordination and technical understanding
- Strong problem-solving skills with good product knowledge and the ability to sell based on customer needs

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Company Description