



マレーシアの求人なら
JAC Recruitment Malaysia

PR/160981 | Senior Sales & Marketing Executive

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1609341

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 25th, 2026 11:03

General Requirements

Minimum Experience Level

Over 3 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

Company and Job Overview

Our client is a leading specialty chemicals and advanced materials manufacturer. They are now seeking for Senior Sales & Marketing Executive to drive their business growth, and this role will be based in their KL office.

Job Responsibilities

- Manage key customer accounts and support business growth through sales development, customer retention, and relationship management
- Drive business development activities by identifying and developing new customers, while collaborating closely with regional business units and manufacturing plants to expand market opportunities
- Handle end-to-end customer service activities, including quotations, contracts, pricing negotiations, order management, delivery coordination, and issue resolution

- Coordinate new product introductions, prototype evaluations, design changes, and mass production requirements with customers and internal stakeholders
- Monitor customer demand, prepare sales forecasts, and provide market intelligence through timely analysis of customer and industry trends
- Develop and execute short- and long-term sales strategies to increase market share and strengthen customer relationships through regular visits and engagement

Job Requirements

- Bachelor's Degree in Business, Engineering, Electronics, Materials Science, or a related discipline
- Minimum 3 years of sales experience within the semiconductor, electronics, industrial materials, or other high-technology industries
- Solid understanding of the semiconductor value chain, including materials, components, and manufacturing equipment, will be an added advantage
- Proven experience engaging and managing engineering, technical, procurement, and commercial stakeholders throughout complex sales processes and lengthy product qualification cycles is highly desirable
- Ability to work independently, effectively manage priorities, and monitor project timelines and activities
- Self-driven, proactive, and results-oriented with a strong sense of accountability
- Strong commercial awareness coupled with excellent communication, presentation, and negotiation skills
- Detail-oriented with strong analytical thinking, problem-solving, and interpersonal capabilities
- Willingness to travel within central and southern region of Malaysia.
- Applicants must be Malaysian citizens or hold valid work authorization

Interested applicants, feel free to click **APPLY NOW**

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#countrymalaysia

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Company Description