



マレーシアの求人なら
JAC Recruitment Malaysia

PR/161075 | Sales Executive (Semiconductor) - Top leading company

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1612715

Industry

Electronics, Semiconductor

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 15th, 2026 10:19

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 Overview:

Our client is a sales, marketing, and distribution company specializing in semiconductor, storage, and electronic component solutions, serving customers across Malaysia's electronics manufacturing industry.

Job Responsibilities:

- Manage and grow B2B semiconductor sales within assigned territories, focusing on Penang and Kuala Lumpur.
- Develop and implement sales strategies to achieve revenue, profit, and market share objectives.
- Identify, pursue, and secure new business opportunities with electronics manufacturers, OEMs, EMS providers, and industrial customers.
- Build and maintain strong relationships with multinational customers and other key accounts.

- Act as the primary point of contact for customer inquiries, commercial negotiations, and business development initiatives.
- Collaborate closely with suppliers, engineering teams, and internal stakeholders to provide customer-focused solutions and technical support.
- Monitor market trends, competitor activities, and industry developments to identify growth opportunities.
- Prepare sales forecasts, business plans, quotations, and regular account reviews.
- Coordinate product promotion activities, customer visits, design-in opportunities, and business reviews.

Job Requirements

- Bachelor's Degree in Engineering, Electronics, Business Administration, Marketing, or a related field.
- Minimum 3-5 years of experience in semiconductor, electronics component, or technical B2B sales.
- Proven track record in business development and account management within the electronics industry. Experience dealing with multinational corporations is highly preferred.
- Strong understanding of semiconductor products, supply chain processes, and electronics manufacturing ecosystems.
- Willingness to travel regularly between Penang and Kuala Lumpur for customer visits.

#LI-JACMY

#stateselangor

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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

Company Description