

PR/161177 | Sales Executive / Senior Sales Executive (Electrical & Electronic Components)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1616137

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
October 20th, 2026 07:00

General Requirements

Minimum Experience Level
Over 1 year

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

Company Overview

Our client is a well-established multinational organization with a strong presence across Asia, specializing in electronic components, electrical solutions, industrial automation, and technology-driven products. With decades of industry expertise and a reputation for delivering high-quality solutions, the company partners with leading manufacturers and suppliers to support customers across various industries, including electronics, semiconductor, industrial equipment, and manufacturing.

As part of its continued growth in Malaysia, the company is looking for an energetic and customer-focused sales professional to drive business expansion and strengthen relationships with key customers in the Northern Region.

Key Responsibilities

- Develop new business opportunities and expand market presence within assigned territories.
- Build and maintain strong relationships with existing customers while actively identifying new prospects.
- Prepare, follow up, and manage customer quotations in a timely manner.
- Coordinate closely with suppliers and customers regarding delivery schedules, stock availability, and product-related issues.
- Handle customer inquiries and provide effective solutions to support business growth.
- Monitor market trends, customer requirements, and competitor activities.
- Negotiate pricing, commercial terms, and business opportunities with customers.
- Ensure high levels of customer satisfaction through responsive service and account management.
- Achieve individual sales targets and contribute to the overall growth of the business.

Requirements

- Bachelor's Degree in Business Studies, Marketing, Engineering, or related disciplines.
- Minimum 2 years of sales experience within the Electrical & Electronic Components industry.
- Strong understanding of electronic components, electrical products, or related industrial solutions.
- Proven track record in business development and customer relationship management.
- Excellent communication, negotiation, and interpersonal skills.
- Self-motivated, proactive, and able to work independently with minimal supervision.
- Energetic, disciplined, and customer-oriented personality.
- Possess own transportation and willing to travel for customer visits.
- Proficiency in English and Mandarin will be an added advantage due to business communication requirements.

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.

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Company Description