

PR/161206 | Senior Sales Executive - Electronic Components (B2B)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1616876

Industry
Other (Trade)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 08:00

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

Our client is a well-established multinational company with a strong presence across Asia, specializing in the distribution and supply of electrical and electronic components and related industrial solutions.

With decades of industry experience, the company works closely with manufacturers and business partners to provide quality products and reliable solutions to customers across the electronics, semiconductors and manufacturing industries.

As part of the business expansion in Malaysia, the company is seeking a driven and results oriented **Senior Sales Executive** to strengthen its market presence and develop new business opportunities across Central and Southern Malaysia.

Work Location: Menara UOA Bangsar, Kuala Lumpur

Key Responsibilities: -

- Identify and develop new business opportunities within the electrical and electronic components industry, with a strong focus on new customer acquisition.
- Expand the company’s customer base and market presence across Central and Southern Malaysia.

- Build and maintain strong business relationships with new and existing customers.
- Conduct customer visits to understand business requirements, introduce products and identify potential sales opportunities
- Prepare quotations, negotiate pricing and commercial terms, and follow up on sales enquiries to secure orders.
- Coordinate with suppliers and customers on stock availability, delivery schedules, lead times and product-related issues.
- Handle customer enquiries, complaints and defective product matters in a timely and professional manner.
- Monitor market developments, competitor activities and customer requirements to identify new business opportunities.
- Manage sales activities independently and provide regular updates on customer visits, sales pipelines and business development progress.
- Work towards achieving assigned sales targets and contributing to overall business growth.

Requirements:-

- Bachelor's Degree in Business Studies, Marketing, Engineering or a related discipline.
- Minimum 2 years of relevant sales experience in the Electrical & Electronic (E&E) components industry.
- Prior experience in B2B sales, electronic components distribution or industrial component sales is highly preferred.
- Good understanding of electronic components, product specifications and customer requirements.
- Proven experience in new business development, prospecting and customer acquisition.
- Strong communication, negotiation and relationship management skills.
- Proactive, energetic, disciplined and results-oriented.
- Able to work independently with minimal supervision.
- Possess own transport and be willing to travel for customer visits across assigned territories.
- Good command of English. Mandarin proficiency will be an added advantage for communication with relevant customers and suppliers.

#LI-JACMY

#Countrymalaysia

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Company Description