

PR/161230 | Sales Executive (Reputable trading company)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1618540

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 09:00

General Requirements

Minimum Experience Level
Over 3 years

Career Level
Mid Career

Minimum English Level
Business Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

Company Overview:

A well-established trading company and solutions provider specializing in supporting the manufacturing industry with a wide range of products and services. The company serves customers across sectors such as Electronics Manufacturing Services (EMS), semiconductor manufacturing, home appliance production, and industrial factories, offering solutions that help improve production efficiency, operational performance, and supply chain management.

Job Responsibilities:

- Develop and manage new and existing customer accounts.
- Identify and pursue new business opportunities within the manufacturing and electronics sectors.
- Promote electronic products, factory solutions, and machinery-related solutions.

- Build strong relationships with customers, engineers, procurement teams, and key decision-makers.
- Prepare quotations, proposals, and conduct commercial negotiations.
- Coordinate closely with customers and internal teams to ensure smooth project execution and delivery.
- Attend customer meetings, site visits, exhibitions, and industry events.
- Monitor market trends and competitor activities.
- Achieve sales targets and contribute to overall business growth.

Job Requirements:

- Minimum 5 years of sales experience.
- Valid driving license and own transportation.
- Willing to travel domestically and internationally.
- Able to work independently in a fully remote environment.
- Experience in manufacturing, production engineering, procurement, or sales within the electrical and electronics industry.
- Good to have experience in Electronics Manufacturing Services (EMS), Semiconductor industry, home appliance manufacturing, Factory automation, Industrial machinery and parts, electronic manufacturing environments, Experience in operating and managing e-commerce platforms will be an added advantage.

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#countrymalaysia

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Company Description