

PR/161266 | Technical Sales Engineer (SMT & Solder Solutions)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1619281

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 10th, 2026 10:00

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

Company Overview

Our client is a global provider of specialty materials, adhesives, coatings, thermal management products, and electronic assembly solutions serving customers across the electronics, semiconductor, aerospace, medical, and industrial sectors. With a strong presence across North America and Asia Pacific, the company supports leading EMS providers, semiconductor manufacturers, PCB assemblers, and OEMs by delivering innovative materials and technical solutions that improve manufacturing performance, product reliability, and process efficiency. As part of its expansion in Malaysia, the company is seeking an experienced Technical Sales Engineer to strengthen its presence within the electronics manufacturing ecosystem.

Key Responsibilities

- Develop new business opportunities within EMS, semiconductor, PCB assembly, and electronics manufacturing customers.

- Manage and grow existing customer accounts while identifying opportunities for product expansion.
- Promote solder materials, solder paste, fluxes, thermal management products, and electronic assembly solutions.
- Work closely with process engineers, production teams, and quality departments to provide technical recommendations.
- Conduct product presentations, technical discussions, and solution demonstrations.
- Support customer evaluations, product qualifications, and new project implementation activities.
- Provide first-level technical support and coordinate issue resolution with internal technical teams.
- Prepare quotations, forecasts, sales reports, and account development plans.
- Monitor industry trends, emerging technologies, and competitor activities.

Requirements

- Degree in Chemical Engineering, Materials Science, Electronics Engineering, Electrical Engineering, Chemistry, or related disciplines.
- Minimum 3-5 years of experience in technical sales, application engineering, business development, or account management.
- Strong preference for candidates with experience in solder paste, solder wire, solder bar, flux, underfill, SMT materials, electronic assembly materials, or semiconductor packaging materials.
- Experience supporting EMS, SMT, PCB assembly, semiconductor, or electronics manufacturing customers.
- Understanding of SMT processes, soldering applications, PCB assembly, and electronics manufacturing environments.
- Experience working with process engineers, manufacturing teams, and quality departments.
- Strong customer engagement, presentation, and relationship-building skills.
- Commercially driven with experience in account development and business growth.
- Willingness to travel for customer visits within Malaysia.

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