

PR/161269 | Assistant Sales Manager

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1619285

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
October 27th, 2026 10:20

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

Job Description:

- Manage and expand existing customer accounts while identifying new business opportunities.
- Develop and implement sales strategies to achieve revenue and profitability targets.
- Build and maintain strong relationships with customers in the manufacturing, electronics, semiconductor, and industrial sectors.
- Conduct regular customer visits, presentations, and business reviews.
- Prepare quotations, negotiate pricing, and follow up on contracts and orders.
- Monitor market trends, competitor activities, and industry developments.
- Prepare sales forecasts, budgets, and periodic sales reports.

- Resolve customer issues and provide effective after-sales support.
- Lead and mentor junior sales staff when required.

Job Requirements:

- Bachelor's Degree in Business Administration, Engineering, Marketing, or a related field.
- Minimum 5-8 years of B2B sales experience, preferably in electronics, semiconductor, industrial materials, automation, or manufacturing industries.
- Proven track record in achieving sales targets and business development.
- Ability to build relationships with customers and business partners.
- Good analytical and problem-solving skills.
- Proficient in Microsoft Office applications.
- Willingness to travel for customer visits and business meetings.

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Company Description