

PR/161422 | Sales Engineer (EMS & Electronics Manufacturing)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1623926

Industry
Other (Manufacturing)

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 24th, 2026 10:18

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 leader in advanced interconnect, connectivity, and electronic component solutions serving industries including data communications, networking, cloud infrastructure, telecommunications, automotive, industrial, and consumer electronics.

With a strong global footprint across research & development, manufacturing, and customer support operations, the company partners with leading OEMs, EMS providers, and technology companies worldwide to deliver innovative connector and cable assembly solutions that power next-generation electronic systems.

As part of its continued expansion within Malaysia, the organization is seeking a commercially driven sales professional to strengthen customer relationships, support strategic growth initiatives, and drive new business opportunities within the EMS industry.

Key Responsibilities

- Manage and grow relationships with assigned EMS, OEM, and electronics manufacturing customers.
- Achieve sales targets and support strategic account growth initiatives.
- Build multi-level relationships with key stakeholders across purchasing, engineering, program management, and operations teams.
- Work closely with regional and global account teams to develop and execute account strategies.
- Collaborate with product managers and technical teams to support new product introductions and program opportunities.
- Understand customers' technology roadmaps and identify opportunities for future business growth.
- Gather market intelligence, competitor information, and customer insights to support strategic planning.
- Drive design-in and design-win opportunities for connector, interconnect, and connectivity solutions.
- Support ODM and EMS qualification activities and new project implementations.
- Resolve day-to-day customer issues and ensure a high level of customer satisfaction.
- Prepare sales forecasts, business reviews, and account development plans.

Requirements

- Bachelor's Degree in Electrical Engineering, Electronic Engineering, Mechanical Engineering, or related disciplines.
- Minimum 3-5 years of experience in technical sales, account management, or business development within the electronics industry.
- Fresh candidates with an engineering background and strong commercial interest may also be considered.
- Experience supporting EMS, OEM, connector, electronic components, semiconductor, or electronics manufacturing customers is highly preferred.
- Knowledge of connectors, cable assemblies, interconnect solutions, or electronic components will be an added advantage.
- Strong communication, relationship-building, and stakeholder management skills.
- Ability to influence decision-makers across engineering, procurement, and operations functions.
- Analytical, proactive, and results-driven mindset.
- Proficient in Microsoft Office applications.
- Candidates based in Penang or willing to relocate are preferred.
- Strong command of English, both written and verbal.

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