



## PR/158767 | B2B Sales Engineer (Semiconductor & Electronics Industry)

### 募集職種

#### 人材紹介会社

ジェイエイシーリクルートメントマレーシア

#### 求人ID

1540892

#### 業種

電気・電子・半導体

#### 雇用形態

正社員

#### 勤務地

マレーシア

#### 給与

経験考慮の上、応相談

#### 更新日

2025年06月03日 20:00

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

Our client is a well-established company specialize in advanced materials and solutions for the electronics and semiconductor industry.

**Location to work:** Petaling Jaya

#### Responsibilities:

- Develop and maintain strong relationships with existing clients while identifying opportunities for upselling and cross selling
- Identify, engage and acquire new customers within the semiconductor and electronics industry, expanding the company market presence
- Provide technical consultation and solutions to customer
- Conduct client meeting, presentations and product demonstration to show technical features and benefits
- Track and follow up on sales inquiries, prospects and ongoing projects to ensure a steady revenue stream
- Coordination with internal and external related parties
- Prepare sales reports, forecasts and customer feedback to support business strategy and decision making
- Provide after sales support, ensure timely resolution of technical issues and customer concerns

#### Qualifications:

- Diploma or Bachelor Degree in Electrical/ Electronic Engineering, Business or related field

- Experience in B2B sales within the semiconductor, electronics or related industry is highly preferred
- Understanding of semiconductor components and electronic products
- Knowledge of PC software applications: (e.g: Microsoft Office, CRM Software and Sales Tools)
- Excellent communication, presentation and relationship building skills
- Proactive, target driven and able to work independently
- Willingness to travel for client meeting, industry events and networking opportunities

**#LI-JACMY**

**#countrymalaysia**

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会社説明