



PR/159293 | 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

1548282

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09月03日 07:00

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

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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

会社説明