



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07月08日 16:38

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