



JAC Recruitment

マレーシアの求人なら  
JAC Recruitment Malaysia

## PR/159738 | SALES EXECUTIVE (B2B)

## 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

1564256

## 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12月02日 10:24

## 応募必要条件

## 職務経験

1年以上

## キャリアレベル

中途経験者レベル

## 英語レベル

流暢

## 日本語レベル

無し

## 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

**Location:** PJX-HM Shah Tower, Petaling Jaya, Selangor**Industry:** Semiconductor Manufacturing & Electronic Component Distribution**Department:** Sales**Reports To:** Regional Sales Manager

## Primary Objectives

- Drive **sales growth**
- Improve **profitability**

- Expand **market share**

### Key Responsibilities

#### Market & Customer Investigation

- Research customer needs, pricing, production, and quality conditions
- Analyze competitor activities and market trends

#### Relationship Management

- Build and maintain strong customer relationships
- Collaborate with internal teams and Regional Sales Managers

#### Information Sharing

- Provide timely and relevant updates to customers
- Share market insights with internal stakeholders

#### Promotion Activities

- Promote products to R&D customers
- Organize technical meetings and track promotion progress

#### Sales Planning

- Prepare accurate sales budgets and forecasts
- Develop estimations using customer and market data

#### Delivery Control

- Monitor delivery schedules and coordinate adjustments
- Support daily delivery operations

#### Issue Resolution

- Resolve pricing and quality issues
- Manage excess stock and financial concerns

#### Payment Management

- Assist with payment tracking and collection
- Coordinate with Accounts Department and verify payment status

### Required Competencies

- **Attitude:** Positive mindset, Team-oriented, Adherence to company policies
- **Abilities:** Strong analytical thinking, Quick decision-making, Effective time management
- **Skills:** Excellent presentation and negotiation skills
- **Knowledge:** Deep product and technical understanding

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会社説明