



PR/159942 | Sales Representative (Electronic Trading Company)

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

1569650

業種

その他（メーカー）

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

2026年01月20日 10:01

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

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

Our client is a well-established Japanese electronic trading company specializing in the distribution of electronic components. They are now looking for someone who experience in sales trading to generate revenue and build long terms relationship with clients.

Job Responsibilities: -

- Promote and sell the company's products and services to new and existing customers
- Identify, develop, and pursue new business opportunities and markets
- Manage and maintain strong, long-term relationships with customers
- Communicate effectively with Japanese-speaking clients, suppliers, and partners
- Prepare and deliver sales presentations, proposals, and quotations

- Follow up on pricing, orders, and delivery schedules to ensure customer satisfaction
- Achieve or exceed sales targets and KPIs
- Monitor and report on sales performance, market trends, and competitor activities
- Work closely with internal teams (sales support, operations, and marketing) to ensure smooth execution
- Attend trade shows, exhibitions, and industry events as required

Requirements: -

- Minimum Diploma or Bachelor's Degree in Business, Marketing, or a related field
- 2–3 years of B2B sales experience, preferably within a trading or electronic components environment
- Experience in new business development will be an advantage
- Strong communication, presentation, and negotiation skills
- Able to understand customer requirements and propose suitable solutions
- Proficient in Microsoft Office (Word, Excel, PowerPoint)
- Self-motivated, target-driven, and results-oriented
- Able to communicate in English and Chinese, Japanese language ability is an advantage
- Willing to travel when required

#LI-JACMY

#Countrymalaysia

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会社説明