



JAC Recruitment

マレーシアの求人なら
JAC Recruitment Malaysia

PR/160981 | Senior Sales & Marketing Executive

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

1609341

業種

その他（商社）

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08月25日 11:03

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

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

Company and Job Overview

Our client is a leading specialty chemicals and advanced materials manufacturer. They are now seeking for Senior Sales & Marketing Executive to drive their business growth, and this role will be based in their KL office.

Job Responsibilities

- Manage key customer accounts and support business growth through sales development, customer retention, and relationship management
- Drive business development activities by identifying and developing new customers, while collaborating closely with regional business units and manufacturing plants to expand market opportunities
- Handle end-to-end customer service activities, including quotations, contracts, pricing negotiations, order management, delivery coordination, and issue resolution

- Coordinate new product introductions, prototype evaluations, design changes, and mass production requirements with customers and internal stakeholders
- Monitor customer demand, prepare sales forecasts, and provide market intelligence through timely analysis of customer and industry trends
- Develop and execute short- and long-term sales strategies to increase market share and strengthen customer relationships through regular visits and engagement

Job Requirements

- Bachelor's Degree in Business, Engineering, Electronics, Materials Science, or a related discipline
- Minimum 3 years of sales experience within the semiconductor, electronics, industrial materials, or other high-technology industries
- Solid understanding of the semiconductor value chain, including materials, components, and manufacturing equipment, will be an added advantage
- Proven experience engaging and managing engineering, technical, procurement, and commercial stakeholders throughout complex sales processes and lengthy product qualification cycles is highly desirable
- Ability to work independently, effectively manage priorities, and monitor project timelines and activities
- Self-driven, proactive, and results-oriented with a strong sense of accountability
- Strong commercial awareness coupled with excellent communication, presentation, and negotiation skills
- Detail-oriented with strong analytical thinking, problem-solving, and interpersonal capabilities
- Willingness to travel within central and southern region of Malaysia.
- Applicants must be Malaysian citizens or hold valid work authorization

Interested applicants, feel free to click **APPLY NOW**

#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.

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会社説明