



## PR/161075 | Sales Executive (Semiconductor) - Top leading 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

1612715

#### 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

2026年09月15日 10:19

### 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 Overview:

Our client is a sales, marketing, and distribution company specializing in semiconductor, storage, and electronic component solutions, serving customers across Malaysia's electronics manufacturing industry.

#### Job Responsibilities:

- Manage and grow B2B semiconductor sales within assigned territories, focusing on Penang and Kuala Lumpur.
- Develop and implement sales strategies to achieve revenue, profit, and market share objectives.
- Identify, pursue, and secure new business opportunities with electronics manufacturers, OEMs, EMS providers, and industrial customers.
- Build and maintain strong relationships with multinational customers and other key accounts.

- Act as the primary point of contact for customer inquiries, commercial negotiations, and business development initiatives.
- Collaborate closely with suppliers, engineering teams, and internal stakeholders to provide customer-focused solutions and technical support.
- Monitor market trends, competitor activities, and industry developments to identify growth opportunities.
- Prepare sales forecasts, business plans, quotations, and regular account reviews.
- Coordinate product promotion activities, customer visits, design-in opportunities, and business reviews.

#### Job Requirements

- Bachelor's Degree in Engineering, Electronics, Business Administration, Marketing, or a related field.
- Minimum 3-5 years of experience in semiconductor, electronics component, or technical B2B sales.
- Proven track record in business development and account management within the electronics industry. Experience dealing with multinational corporations is highly preferred.
- Strong understanding of semiconductor products, supply chain processes, and electronics manufacturing ecosystems.
- Willingness to travel regularly between Penang and Kuala Lumpur for customer visits.

#LI-JACMY

#stateselangor

**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