

PR/161206 | Senior Sales Executive - Electronic Components (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
1616876

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11月24日 06:00

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 multinational company with a strong presence across Asia, specializing in the distribution and supply of electrical and electronic components and related industrial solutions.

With decades of industry experience, the company works closely with manufacturers and business partners to provide quality products and reliable solutions to customers across the electronics, semiconductors and manufacturing industries.

As part of the business expansion in Malaysia, the company is seeking a driven and results oriented **Senior Sales Executive** to strengthen its market presence and develop new business opportunities across Central and Southern Malaysia.

Work Location: Menara UOA Bangsar, Kuala Lumpur

Key Responsibilities: -

- Identify and develop new business opportunities within the electrical and electronic components industry, with a strong focus on new customer acquisition.
- Expand the company’s customer base and market presence across Central and Southern Malaysia.

- Build and maintain strong business relationships with new and existing customers.
- Conduct customer visits to understand business requirements, introduce products and identify potential sales opportunities
- Prepare quotations, negotiate pricing and commercial terms, and follow up on sales enquiries to secure orders.
- Coordinate with suppliers and customers on stock availability, delivery schedules, lead times and product-related issues.
- Handle customer enquiries, complaints and defective product matters in a timely and professional manner.
- Monitor market developments, competitor activities and customer requirements to identify new business opportunities.
- Manage sales activities independently and provide regular updates on customer visits, sales pipelines and business development progress.
- Work towards achieving assigned sales targets and contributing to overall business growth.

Requirements:-

- Bachelor's Degree in Business Studies, Marketing, Engineering or a related discipline.
- Minimum 2 years of relevant sales experience in the Electrical & Electronic (E&E) components industry.
- Prior experience in B2B sales, electronic components distribution or industrial component sales is highly preferred.
- Good understanding of electronic components, product specifications and customer requirements.
- Proven experience in new business development, prospecting and customer acquisition.
- Strong communication, negotiation and relationship management skills.
- Proactive, energetic, disciplined and results-oriented.
- Able to work independently with minimal supervision.
- Possess own transport and be willing to travel for customer visits across assigned territories.
- Good command of English. Mandarin proficiency will be an added advantage for communication with relevant customers and suppliers.

#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