



PR/158366 | Sales & Marketing Executive (Semiconductors)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1512442

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 22nd, 2025 12:01

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is a leading company specializing in producing epoxy encapsulation molding compounds for the semiconductor industry. They are now seeking for experienced Sales & Marketing Executive to drive their business growth.

Location to work: Mont Kiara, Kuala Lumpur

Job Description:

- Provide excellent service to existing account to generate revenue for the company
- Assist direct line manager to achieve sales target and company goal
- Meet regional sales objectives by forecasting requirement
- Track monthly sales objectives with new and existing project
- Prepare monthly sales report with sales data and projects update to H
- Develop and implement sales strategies on best routes to achieve Business development
- Managed the sales operation of the firm to accomplish business strategy goals
- Keep in close contact with clients to identify new opportunities, addressing customer issues, queries, and requirements
- Participate in conferences, group meetings, and exhibitions to deliver presentations on customer sites
- Monitored payment status (credit control), stock control, delivery status and shipping arrangement for oversea clients
- Other ad-hoc duties assigned from time-to-time basis.

Requirements:

- Diploma/ Degree in Business Management/ Marketing.
- 2-3 years of experience in Account Management/Sales/Sales support, preferably in Electronics/Components/Semiconductor or related.
- Shows a positive attitude of being solution-oriented by identifying the root cause of challenges, defining solutions, and supporting others towards achieving a solution.
- Confident communicator and presenter.
- Strong command in English & Mandarin both in written and oral to be able to liaise effectively with English-speaking stakeholders.
- Comfortable to travel within Klang Valley at least once a month.
- Comfortable to travel to Penang/Ipoh/Kedah

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#CityKualaLumpur

Company Description