



PR/158590 | Sales Executive for Functional Tape Industry

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1522268

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

February 18th, 2025 12:38

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

Company and Job Overview

A global leader in the manufacturing of high-performance materials is looking for Sales Executive.

Job Responsibilities:

- Maintain and service existing customers while aggressively expanding the customer base.
- Establish new clientele and expand the customer network.
- Support the Sales Manager in all sales and business development activities.
- Roll out new technologies in line with regional and global programs.
- Provide monthly business reports on activities and results of the business unit.
- Monitor and support outstanding payment collection.
- Manage sales forecasts, customer orders, and meet sales targets.
- Develop prospective customers and follow up to close new sales.
- Handle sales and technical inquiries from customers.
- Participate in company activities (5S, Safety, Environment & Energy, Budget Plan, ISO Documentation, etc.) as assigned.

Job Requirements:

- Fresh graduates are highly encouraged to apply.
- Candidate must possess at least a bachelor's degree in business, Engineering, Science, or equivalent.

- Minimum 2 years of sales and marketing experience.
- Sales and marketing experience in the semiconductor or electronics manufacturing industry is preferred.
- Able to travel frequently within the region and overseas.
- Strong communication skills in English, Bahasa Malaysia, and Mandarin (additional language is a plus).
- Self-motivated with a strong drive to develop the regional markets and can work independently.
- Team player with good communication and interpersonal skills.
- Hardworking, willing to learn, and prepared to grow with the organization.

Benefits:

- 5 working days per week.
- Hybrid/flexible working arrangements.
- Medical and insurance coverage.
- High EPF employer contribution up to 15%.
- Optical and dental coverage.
- 2x annual bonus based on performance KPIs.
- Well-organized career advancement plan.

Company Description