



PR/158998 | Assistant Sales Manager (FMCG)

Job Information

Recruiter[JAC Recruitment Malaysia](#)**Job ID**

1541060

Industry

Retail

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 20th, 2025 12:41

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 principal company in the FMCG industry, as part of their business growth, we are looking for an experienced Assistant Sales Manager from the FMCG industry who is familiar with managing HORECA channel.

Key Responsibilities:

- Oversee sales performance and setting targets and strategies, analyzing data, and providing insights for strategic decisions to grow sales overall
- Achieving sales targets, managing sales forecasts, and supporting the Sales manager in strategic planning
- Managing relationships with a broader set of wholesalers and oversee retail development in assigned areas, which may involve strategic decisions on demand planning and market positioning
- Develop strong relationship with wholesalers and outlets

- High-level planning, allocating targets, volume phasing, and reporting performance metrics to senior management

Job Requirements:

- Degree holder in any discipline.
- 3-5 years relevant experience in sales & marketing, preferably from FMCG beverages, lifestyle or HORECA industry.
- Passionate about premium brands, nightlife and consumer trends.
- Able to work irregular hours (evenings/weekends) for activations or trade visits.
- Proficient in Microsoft Office Tools, with excellent strategic planning and analytical skills.

Company Description