



PR/159001 | Regional Sales Manager (Food Ingredients)

Job Information

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

1541063

Industry

Restaurant, Food Service

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

Company and Job Overview

Our client is a leading MNC in the food ingredients industry. As part of their business expansion, they are looking to hire an experienced regional sales candidate who is familiar with food ingredients/food manufacturing to cover for Asia Pacific region.

Job Responsibilities

- Service existing clients to ensure satisfaction with the services provided
- Draft proposals on Sales & Marketing, including technical solutions for customers
- Tracking market developments, sales performance, competitive analysis, forecasts, and trends on a monthly basis
- Research, identify, develop, and consolidate data on customers' needs, such as product applications, service requirements, buying cycles, delivery schedules, and internal regulations like pricing structures
- Conduct market research to identify and understand business partners' expectations and needs

- Work closely with immediate Superior to implement defined Sales & Marketing activities, such as cost targets vs. supply vs. sales, incentive plans, product portfolio streamlining, product applications, and product flows
- Provide technical support to ensure superior customer service and quality, continuity of product and/or application introduction, and timely know-how exchange
- Build strong business rapport with clients and offer excellent value-added services

Job Requirements

- Bachelor's Degree (Food Technology/ Nutrition/ Dietetics) or equivalent
- At least 8 years' experience in food ingredients industry
- Well versed with MS Office, MS Excel and particularly in Power Point presentation
- Good communication skills, well-versed in spoken and written English.
- Applicants should be Malaysian citizens or hold relevant residence status

Interested applicants, feel free to click [APPLY NOW](#).

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Company Description