



PR/159097 | Key Account Manager / Assistant Manager (FMCG)

Job Information

Recruiter
[JAC Recruitment Malaysia](#)
Job ID

1543450

Industry

Retail

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 17th, 2025 13:01

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

A leading household FMCG brand is currently looking for an experienced Key Account Manager/AM for Modern Trade, to be based at Petaling Jaya.

Key Responsibilities:

- Responsible for the development of IKA/LKA channel and achieving sales budget under the channel.
- To strengthen corporate trade positioning and foster trade relationship via conducting periodic business review and trade visit.
- Review & renewal of Yearly National Contract/ Trading Term Agreement with best interest of Company.
- Work closely with the cross-functional teams to ensure efficient and effective execution through scheduled meeting

and trade visit.

- Monitor team's key performance achievement. Conduct regular reviews to provide feedback on achievements, performance gaps and requirements for improvement.
- Continuous plan promotion aggressively with minimum 3 rolling forward months intact.
- Managing and utilizing MT fund with trust to optimize value gained (ROI).
- Develop deep insights and actionable recommendations from post-evaluation analyses and incorporate into company's directions and strategies.
- To participate actively as influencer/ second opinion in trade category management decision.

Requirements:

- Diploma, Advanced/Higher/Graduate Diploma, Bachelor's Degree, Post Graduate Diploma, Professional Degree, Master's Degree.
- At least 3 - 5 year(s) of working experience in the related field is required for this position and preferably in FMCG.
- Good command of English and Bahasa Melayu (Mandarin is an added advantage)
- Good in data management and attention to details
- Have strong skills on MS Words, Excel & Power Point.
- Good team player, multi-tasking, strategic thinking, independent with strong interpersonal skills.

#LI-JACMY

#stateKL

#countrymalaysia

Company Description