



PR/159170 | Sales Executive (FMCG)

Job Information

Recruiter
[JAC Recruitment Malaysia](#)
Job ID

1544752

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 17th, 2025 10:15

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

This role will be responsible for driving sales and expanding market presence within Penang that involves developing and implementing sales strategies, building strong relationships with clients, and ensuring product visibility and availability in the market.

Job Responsibilities

- Create and execute plans to increase market share and achieve sales targets
- Identify and cultivate relationships with key clients, retailers, and distributors
- Monitor market trends and competitor activities to identify new business opportunities and adjust sales strategies accordingly
- Prepare and present sales reports and forecasts to management.
- Collaborate with the marketing team to execute promotional campaigns and activities
- Conduct regular visits to ensure product visibility and availability in retail outlets.
- Negotiate contracts and agreements with clients to secure favorable terms.

Job Requirements

- Proven experience in FMCG sales with a track record of achieving targets
- Strong understanding of sales and marketing principles specific to the FMCG industry.
- Excellent negotiation and communication skills.

Company Description