



## PR/158741 | Senior Key Account Executive (FMCG Principal)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1548079

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

December 10th, 2025 08:00

### General Requirements

**Career Level**

Mid Career

**Minimum English Level**

None

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Our client, a global conglomerate is looking for a business- and career-minded Key Account Executive that will be responsible for key account management and distributors, focusing on Modern Trade. You will be a key part of helping the business to growth as it expands market share in Malaysia by maximizing sales opportunities with key retailers.

**Main Responsibilities**

- Develop collaborative trading partnership with key retailers via constant strategic business planning to drive category sales and to gain market shares.
- Responsible on trading terms negotiations with the retailer on yearly basis.
- Monitor and review sales performance and marketing effectiveness.
- Develop new markets and expand key account base.

**Key Requirements**

- At least degree in Marketing, Business Administration, or any related fields.
- Minimum 1-2 years of experience in modern trade channel/experience in dealing with distributors.
- Computer literate with good communication, report, and presentation skills.
- Strong account management, influencing, negotiation, analytical thinking and able to work under pressure.
- Proficiency with Excel is a big plus.
- Fluency in English and able to communicate in Mandarin.
- Possess own transport and willing to travel across Malaysia.

**Benefits**

- Career advancement (good opportunity to become KAM as the business is expanding)
- Annual increment
- Performance bonus
- Medical Checkup and Dental Allowance

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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## Company Description