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PR/159170 | Sales Executive (FMCG)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1548137

Industry
Restaurant, Food Service

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
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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.

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