



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

Job Information

Recruiter
[JAC Recruitment Malaysia](#)
Job ID

1548433

Industry

Retail

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 6th, 2025 13:00

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 expanding their team and looking for an Assistant Key Account Manager and a Senior Key Account Executive to handle Modern Trade channel. This position will 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.

- 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 and provide opinions in trade category management.

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, 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

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Company Description