



## PR/159496 | AREA SALES EXECUTIVE

### Job Information

**Recruiter**

[JAC Recruitment Malaysia](#)

**Job ID**

1556737

**Industry**

Restaurant, Food Service

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

January 6th, 2026 07:00

### General Requirements

**Minimum Experience Level**

Over 3 years

**Career Level**

Mid Career

**Minimum English Level**

Daily Conversation

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

Our client is an established food and beverage distributor in Malaysia. They are looking to hire a Area Sales Executive, to drive sales and grow the customer base by executing effective sales strategies, managing key accounts, and ensuring strong market presence.

### Key Responsibilities

- Achieve sales targets and expand customer base
- Conduct sales visits, demos, and implement campaigns
- Manage relationships with distributors and end-users
- Monitor market trends and competitor activity
- Coordinate with internal teams to ensure service excellence
- Ensure timely payment collection and credit control
- Maintain accurate sales records and forecast

## Job Requirements

- 2–4 years' sales experience (preferably in Food service/FMCG/Bakery/Modern Trade/ Wholesale)
- Strong communication, negotiation, and closing skills
- Self-motivated and team-oriented
- Possesses own transport & willing to travel

## Benefits

- Basic + Car Allowance + Phone Allowance + Incentive

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## Company Description