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
December 9th, 2025 09:01

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

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