



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

February 17th, 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