



PR/159813 | Key Account Manager (FMCG)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1565999

Industry

Retail

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 30th, 2025 05:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

A leading household FMCG brand is currently looking for an experienced Key Account Manager (Modern Trade) to join their team.

Job Description

- Responsible for the development of IKA/LKA channel and achieving sales budget under the channel.
- To strengthen corporate trade positioning and foster trade relationships via conducting periodic business reviews and trade visits.
- 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 meetings and trade visit.

- Monitor team's key performance achievement. Conduct regular reviews to provide feedback on achievements, performance gaps and requirements for improvement.
- Managing and utilizing MT funds with trust to optimize value gained (ROI).
- Develop deep insights and actionable recommendations from post-evaluation analyses and incorporate into the company's directions and strategies.

Job Requirements

- At least 5 years of key account management experience in the FMCG industry.
- Minimum 1 year of leadership experience.
- Skilled in strategic planning, critical thinking, data analysis and attention to details.
- Proficient in MS Words, Excel and Power Point.
- Good team player, able to multitask, independent with strong interpersonal skills.

#LI-JACMY

#stateKL

#countrymalaysia

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Company Description