



PR/159856 | Key Account Executive / Senior (FMCG)

Job Information

Recruiter

[JAC Recruitment Malaysia](#)

Job ID

1566512

Industry

Retail

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 20th, 2026 04:00

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

A MNC in the FMCG (Beverage) industry is currently looking for a Key Account Executive/Senior to join their team.

Job Description

- Manage key accounts and act as the point of contact for clients
- Organize regular client meetings to discuss their requirements
- Ensure budget and time requirements are met
- Stay up to date with new features and product launches
- Monitor and report on sales performance analytics

- Suggest innovative ideas to increase sales and improve customer experience
- Strategic planning to improve sales results

Job Requirements

- Min 1 year of experience in key account management, preferably in the FMCG industry.
- Comprehensive and current knowledge of company offerings and industry trends.
- The drive and energy to manage multiple accounts while looking for new opportunities.
- Ability to understand client needs and handle the negotiation process.
- Self-motivated and result oriented.
- Fresh graduates are welcomed to apply.

#LI-JACMY

#stateKL

#countrymalaysia

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Company Description