



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**

March 3rd, 2026 10:00

## 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