

# マレーシアの求人なら JAC Recruitment Malaysia

## PR/159857 | Senior Sales Executive (Modern Trade)

Inh	Intorn	nation

#### Recruiter

JAC Recruitment Malaysia

#### Job ID

1566513

### Industry

Retail

### Job Type

Permanent Full-time

#### Location

Malaysia

### Salary

Negotiable, based on experience

#### Refreshed

November 25th, 2025 11:37

### 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 leading MNC in the F&B industry is looking for a Senior Sales Executive to handle Modern Trade customer accounts.

## Job Description

- Manage and expand corporate and retail accounts in the FMCG sector; act as the primary point of contact for clients.
- Organize regular client engagements to understand requirements and ensure alignment with the client's business objectives.
- Develop proposals and sales forecasts backed by credible, data-driven analysis.
- Propose effective sales strategies informed by category insights and market trends to improve sales results.
- Expand product penetration in assigned channels and optimize shelf visibility through planogram execution, aligned with customer direction.

- Monitor, analyze, and report on sales performance and promotional ROI to guide future actions.
- Check and manage required documentation (e.g., promotion claims, distributor claims, merchandiser claims) and take
  action based on management approvals.
- Lead and supervise sales representatives/merchandisers to meet targets while safeguarding company interests during negotiations.

### Job Requirements

- Minimum 3 years' FMCG experience, with strong skills in planogram, category management, and promotional
  effectiveness evaluation.
- Possess at least a Diploma.
- Strong logical thinking, negotiation, and problem-solving skills.
- Proficient in Word, Excel, PowerPoint.
- Fluent in English, Malay, and Mandarin (to deal with Mandarin-speaking customers).
- Possess a valid driving license (company car is provided).
- Fresh graduates are welcomed to apply.

#LI-JACMY

#stateKL

#countrymalaysia

**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