



PR/159975 | Assistant Key Account Manager (FMCG F&B)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1572191

Industry

Retail

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 30th, 2026 08:00

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 an Assistant Key Account Manager to join their team.

Job Description

- Develop and execute Joint Business Plans with key accounts, conduct regular reviews, and use market insights to guide strategic decisions.
- Achieve sales targets, identify new distribution opportunities, and optimize shelf space and assortment through category management.
- Lead negotiations on terms and contracts while building strong, long-term relationships with key decision-makers.
- Plan and implement impactful promotions within budget, analyze ROI, and align marketing initiatives with customer strategies.

- Provide accurate sales forecasts, ensure product availability, and collaborate with supply chain teams to resolve issues.

Job Requirements

- Bachelor's degree/diploma in business, marketing, or related field.
- 3 - 5 years' experience as a Key Account Manager, National Account Manager, or similar role within the FMCG industry.
- Demonstrable experience managing large retail accounts with a strong track record of meeting and exceeding sales targets.
- Experience in launching new products, category management principles and space planning software (e.g., Nielsen or Market Pulse) is a plus.
- Strong negotiation, relationship-building, and strategic planning skills.
- Analytical, data-driven, results-focused, and problem-solver.

#LI-JACMY

#stateKL

#countrymalaysia

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Company Description