



PR/160010 | Sales Manager (FMCG Food Manufacturer)

Job Information

Recruiter

[JAC Recruitment Malaysia](#)

Job ID

1572787

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

February 17th, 2026 09:01

General Requirements

Minimum Experience Level

Over 10 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 FMCG Food Manufacturer is currently looking for a Sales Manager to join their team in Kuala Lumpur. This role is responsible for driving sales growth and brand awareness by managing distributor relationships, expanding into new markets, and strengthening connections with retailers and wholesalers across Malaysia.

Job Description

- Manage and build strong relationships with distributors nationwide.
- Identify and develop new market opportunities, expanding brand presence across General Trade (GT) and Modern Trade (MT) channels.
- Collaborate with the marketing team to execute impactful sales strategies and boost brand awareness.
- Engage with retailers and wholesalers to gather market insights and monitor product performance.

- Provide valuable market intelligence to HQ for product development and strategic growth.

Job Requirements

- 15 - 20 years of FMCG sales experience, preferably in food products.
- Proven track record in managing distributors, expanding markets and growing sales channels.
- Strong understanding of FMCG distribution models and market insights.
- Excellent relationship-building, negotiation, and communication skills.
- Proactive, resourceful, analytical, and able to provide strategic recommendations.
- Willing to travel within Klang Valley and occasionally nationwide.

#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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

Company Description