



PR/160014 | Sales Executive (FMCG Food Manufacturer)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1572790

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

March 17th, 2026 10:01

General Requirements

Minimum Experience Level

Over 1 year

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 Executive to join their team in Kuala Lumpur. This role is responsible for managing distributor relationships, assisting in market expansion, and building connections with retailers and wholesalers to increase sales growth and brand presence.

Job Description

- Managing and maintaining strong relationships with distributors, mainly in the Klang Valley region.
- Support efforts to identify and develop new market opportunities across General Trade (GT) and Modern Trade (MT) channels.
- Work closely with the marketing team to implement sales strategies and promotional activities.
- Engage with retailers, wholesalers, and convenience chains to gather market insights and monitor product performance.

- Collect and report market intelligence, competitor activities, and consumer trends to HQ for strategic planning.

Job Requirements

- 2 - 5 years of FMCG sales experience, preferably in food products.
- Familiarity with FMCG distribution models (MT & GT) and retail networks.
- Strong communication, relationship-building, and negotiation skills.
- Willing to travel within Klang Valley and occasionally outstation.

#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