



## 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**

January 20th, 2026 10:16

### 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