



## PR/160284 | General Manager - A rapidly growing multinational company in the Food trading industry

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1582510

**Industry**

Restaurant, Food Service

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

May 12th, 2026 15:00

### General Requirements

**Minimum Experience Level**

Over 10 years

**Career Level**

Mid Career

**Minimum English Level**

Business Level

**Minimum Japanese Level**

None

**Minimum Education Level**

Associate Degree/Diploma

**Visa Status**

No permission to work in Japan required

### Job Description

A rapidly growing multinational company in the Food industry is seeking an experienced General Manager to oversee the company's Malaysia operations. This is a key leadership role responsible for driving business performance, managing the local team, and ensuring smooth alignment with the headquarters. The ideal candidate is a seasoned leader from the food-related industry, equipped with strong management capabilities, a proven sales background, and a robust network within the Food industry.

#### Job Description

- Oversee the day-to-day company operations, ensuring smooth business performance and operational efficiency.
- Lead, manage, and develop employees across various functions, fostering a high-performance, collaborative environment.
- Act as the primary communication bridge between the Malaysia team and the HQ, providing updates, insights, and

strategic proposals.

- Drive sales activities, including identifying new opportunities, maintaining key client relationships, and supporting major business negotiations.
- Ensure the company meets its sales targets, operational KPIs, and overall business objectives.
- Provide strategic leadership in business planning, market expansion, and continuous improvement initiatives.
- Maintain strong relationships with industry partners, distributors, retailers, and other stakeholders relevant to the food industry.

#### Job Requirements

- 10 - 15 years of leadership experience at top management level within the Food trading industry (product distribution through retail or Horeca channels).
- Strong background in sales, including account management, business development, or channel expansion.
- Well-established network within the food sector—retailers, restaurants, distributors etc.
- Excellent leadership and people-management skills; able to guide and motivate teams effectively.
- Strong communication skills, capable of managing stakeholder expectations and maintaining close contact with the HQ.
- Strategic thinker with a proactive attitude, strong problem-solving abilities, and the ability to work independently.
- Reliable, responsible, and able to represent the company professionally at all levels.

#LI-JACMY

#stateKL

#countrymalaysia

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#### Company Description