



PR/160285 | Senior Sales Executive / Key Account Executive - A rapidly growing multinational company in the Food trading industry

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1582511

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

March 17th, 2026 10:28

General Requirements

Minimum Experience Level

Over 3 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 trading industry is expanding its Malaysia team and looking for multiple passionate and driven Sales Executives to support its aggressive growth in the market.

Job Description

- Manage and grow B2B sales channels, either HORECA (Hotels, Restaurants, Cafés) OR retail accounts.
- Develop, maintain, and strengthen key account relationships to support long-term business growth.
- Identify and secure new business opportunities, actively expanding sales channels and increasing brand visibility.
- Collaborate closely with customers to implement business strategies, promotional activities, and joint execution plans.

- Prepare sales forecasts, monitor sales performance, analyse market trends, and recommend improvement actions.

Job Requirements

- 1–8 years of sales experience within the F&B / food-related industry.
- Experience in key account management or handling B2B portfolios (HORECA or retail).
- Candidates with networks in food retail, restaurants, or food distribution are highly preferred.
- Passionate in the food industry and strong interest in building a long-term career in the company.
- Strong communication, negotiation, interpersonal, and presentation skills.
- Positive, proactive, and aggressive person who embraces challenges and moves with speed.
- Self-driven, adaptable, and able to thrive in a fast-paced, growth-oriented environment.

#LI-JACMY

#stateKL

#countrymalaysia

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Company Description