



PR/160306 | Sales / Key Account Executive (Modern Trade) - FMCG Healthcare Industry

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1583867

Industry

Healthcare, Nursing

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 5th, 2026 06:00

General Requirements

Minimum Experience Level

Over 1 year

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 MNC in the Healthcare Industry is currently looking for a Sales Executive/Senior to drive sales growth by managing customer relationships, executing promotional activities, and ensuring effective in-store implementation. You will play a key role in achieving revenue targets, supporting channel strategies, and maintaining strong collaboration with buyers and retailers.

Job Description

- Achieve monthly and annual sales targets through effective account management.
- Propose and secure top-up orders aligned with upcoming promotions and display activities.
- Monitor sales performance and provide timely reporting to management.
- Plan and implement monthly promotion mechanics according to key chain thematics and focus SKUs.

- Coordinate with buyers to confirm promotion and display slots.
- Ensure in-store execution of displays, POSM (Point of Sales Materials), and promotional activities.
- Maintain strong relationships with buyers and key accounts.
- Attend buyer meetings to discuss proposals, promotions, and resolve issues.
- Set up and conduct meetings with key decision-makers from counterpart organizations to discuss proposals, promotional activities, and resolve any issues.
- Provide after-sales support and follow up on rebate claims or trading terms matters.
- Support channel-specific strategies by analyzing sales data and market trends.
- Provide feedback to management on competitor activities and customer needs.
- Contribute to annual display planning and ad hoc promotional initiatives.
- Ensure sufficient stock levels at outlets and coordinate with merchandisers for replenishment.
- Ensure adequate stock levels at sales outlets and request replenishment from store staff or buyers. Instruct merchandisers to replenish stock.
- Liaise with logistics and supply chain teams to ensure timely delivery of products.
- Keep accurate records of sales, orders, invoices, and rebate claims.
- Participate in product training sessions and provide in-store training to pharmacists or retail staff when required.
- Maintain strong knowledge of company products and communicate value propositions effectively to customers.

Job Requirements

- Diploma/Degree in Business, Marketing, or related field.
- Minimum 3 years of sales or key account experience, preferably in FMCG, healthcare or pharmaceutical industry.
- Strong communication and negotiation skills.
- Ability to work independently and as part of a team.
- Proficiency in MS Office and sales reporting tools.
- Willingness to travel and conduct regular outlet visits (optional).

#LI-JACMY

#stateKL

#countrymalaysia

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Company Description