



PR/160308 | Chemical & Food Ingredients Sales Manager

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1583869

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 16th, 2026 16:01

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

COMPANY OVERVIEW

The company is a well-established distributor of specialty chemicals and food ingredients, supplying high-quality raw materials to manufacturers across the food & beverage, nutraceutical, and industrial sectors. With strong partnerships across global ingredient producers, the organization focuses on delivering safe, compliant, and innovative ingredient solutions. The company is committed to supporting customers with technical expertise, reliable supply chain management, and value-added services that help enhance product quality, efficiency, and market competitiveness.

JOB RESPONSIBILITIES

The Chemical & Food Ingredients Sales Manager will be responsible for driving business growth, managing key accounts, and expanding market share within the food manufacturing and processing industries. The ideal candidate should have strong technical knowledge of food ingredients, an understanding of distribution channels, and the ability to develop long-term partnerships with customers and principals.

Sales & Market Development

- Develop and execute sales strategies to grow revenue in the food ingredients and specialty chemical segments.
- Identify new business opportunities within food manufacturing, beverage production, dairy, confectionery, bakery, and

nutraceutical sectors.

- Promote a diverse portfolio of products such as emulsifiers, stabilizers, acidulants, sweeteners, flavours, preservatives, and functional ingredients.
- Conduct product presentations, solution-based discussions, and technical consultations with R&D, procurement, and production teams.

Account Management

- Manage and nurture relationships with existing customers while developing new accounts.
- Negotiate contracts, pricing, supply terms, and annual agreements.
- Understand customer formulations, production challenges, and operational needs to provide tailored ingredient recommendations.
- Ensure consistent communication and high service levels to strengthen customer loyalty.

Supplier & Principal Engagement

- Collaborate with international principals on product training, market intelligence, and promotional activities.
- Provide market feedback to principals, including customer trends, competitor insights, and product performance.
- Coordinate technical trials, sampling activities, and product qualification processes.

Market Intelligence & Reporting

- Track market developments, competitor activities, pricing trends, and regulatory changes related to food ingredients.
- Prepare accurate sales forecasts, pipelines, and monthly sales activity reports.
- Provide insights to management on product gaps, innovation opportunities, and strategic business directions.

Internal Collaboration

- Work closely with supply chain, logistics, and customer service teams to ensure timely deliveries and inventory management.
- Support marketing initiatives such as seminars, trade shows, webinars, and new product launches.

JOB REQUIREMENTS

- Bachelor's degree in Food Science, Chemistry, Chemical Engineering, Food Technology, or related field.
- Minimum 3–5 years of sales experience in food ingredients, specialty chemicals, or B2B distribution.
- Strong understanding of food formulations and processing applications.
- Proven track record of achieving sales targets and managing key accounts in the food industry.
- Excellent communication, negotiation, and presentation skills.
- Ability to travel domestically and occasionally internationally.

Preferred Competencies

- Strong technical aptitude in food ingredient functionality.
- Ability to build long-term customer relationships.
- Commercial acumen with a customer-focused mindset.
- Ability to work independently while collaborating effectively with cross-functional teams.
- Experience working with international principals or regional distributors is an advantage.

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Company Description