



## PR/160386 | Regional Sales Manager - Food Ingredients Industry

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1585943

**Industry**

Restaurant, Food Service

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

April 7th, 2026 11:02

### General Requirements

**Minimum Experience Level**

Over 6 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**

A global company specializing in food ingredients is seeking a **Regional Sales Manager** to be based at its Malaysia operation. This role is responsible for driving sales growth, managing key customer accounts, and developing new business opportunities across selected Asia-Pacific markets, with a focus on savoury food applications.

**JOB RESPONSIBILITIES**

- Develop and execute regional sales strategies to achieve revenue and growth targets
- Manage key customer accounts and build long-term customer relationships
- Identify and develop new business opportunities across APAC markets
- Lead, coach, and manage the regional sales team to achieve performance goals
- Monitor sales performance, prepare forecasts, and report results to regional management

## JOB REQUIREMENTS

- Strong experience in regional sales within the food ingredients industry
- Proven track record in key account management and new business development
- Ability to manage and lead a sales team across multiple countries
- Good understanding of market trends, customer needs, and savoury food applications
- Strong communication, presentation, and reporting skills, with regional exposure preferred

#LI-JACMY

#countrymalaysia

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Company Description