



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

May 5th, 2026 12:00

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