



PR/160436 | Sales Manager / Head of Sales - A growing multinational company in the Food & Beverage trading industry

## Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1591454

**Industry**

Restaurant, Food Service

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

May 12th, 2026 10:16

## 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

A rapidly growing multinational company in the Food & Beverage trading industry is expanding and looking for a Sales Manager/ Head of Sales to lead the sales team and grow the business in the Malaysia market.

### Job Description

- Lead and grow B2B sales in the food service and retail channels.
- 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.
- Plan sales strategies and lead the sales team to achieve targets.

#### Job Requirements

- 5 - 10 years of sales leadership experience within the F&B trading 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 leadership, communication and negotiation 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