



PR/160517 | Key Account Manager for Leading Flavouring Manufacturer

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1599289

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:13

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Fluent

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Company and Job Overview

A well-established manufacturer and marketer of food and beverage flavorings is seeking a Key Account Manager to be based in its Kuala Lumpur office. This role is responsible for developing and executing strategic business plans to expand the company's local and export customer base, driving sales growth and new product business development.

Job Responsibilities

- Lead local and export sales operations, driving customer base expansion, revenue growth, and new product business development through strategic sales and marketing planning
- Build and maintain strong relationships with key accounts, conducting senior-level sales visits, managing client expectations, resolving issues, and anticipating future needs
- Manage commercial performance, including sales forecasting, budgeting, expense control, receivables management, gross profit monitoring, and pricing adjustments to protect margins

- Lead and develop high-performing sales teams, providing coaching, training on SOPs, and motivation to achieve sales targets and improve account performance
- Drive market and channel expansion by researching new markets, appointing and managing agents/distributors, and negotiating sales agreements, contracts, and term sheets
- Collaborate cross-functionally with marketing, design, logistics, finance, and operations to ensure high-quality delivery, effective trade promotions, and timely reporting to stakeholders

Job Requirements

- Minimum 10–15 years of experience in sales and marketing leadership, with proven exposure to local and export markets
- Strong track record in key account management and strategic sales planning, including new product launches and market expansion
- Solid commercial acumen, with hands-on experience in sales forecasting, budgeting, pricing, margin management, and receivables control
- Demonstrated ability to lead, coach, and develop sales teams, including building high-performing account management structures
- Proven capability in client and channel management, including distributor/agent appointment, contract negotiation, and stakeholder engagement across functions
- Excellent communication, negotiation, and analytical skills, with the ability to work cross-functionally and present performance insights to senior management.
- Applicants should be Malaysian citizens or hold relevant work authorization

Interested applicants, feel free to click APPLY NOW

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#countrymalaysia

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Company Description