



PR/160623 | Senior Key Account Executive - A leading Food trading company

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1599336

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:14

General Requirements

Minimum Experience Level

Over 1 year

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 leading Food Trading company is currently looking for a Senior Key Account Executive to handle a major international key account (chain supermarket) in the retail channel.

Job Description

- Responsible for driving company growth by maintaining existing client relationships, identifying new sales trends, and closing deals to achieve set targets.
- Build long-term relationships with the client to encourage repeat business.
- Identify customer needs through active communication and meetings, and convert them into sales.
- Maintain in-depth knowledge of products/services to conduct demonstrations and answer queries.
- Monitor industry trends and competitor activities, and submit regular sales reports to management.

Job Requirements

- Min 1 - 5 years of key account management experience in the FMCG industry, preferably in the F&B categories.
- Strong interpersonal skills to foster trust with clients.
- Excellent verbal skills to persuade clients and close deals.
- Ability to organize visits, calls, and follow-ups effectively.
- Able to speak, read and write in English & Malay.
- Possess own transportation.
- Able to travel to outstation if required.

#LI-JACMY

#stateKL

#countrymalaysia

Notice: By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

Company Description