



PR/160643 | Senior Sales Executive (Food Service / Horeca) - A leading Food trading company

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1599346

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 Sales Executive to join their Food Service (HoReCa) team.

Job Description

- Build and maintain strong, trusting relationships with customers.
- Understand customer needs and proactively propose new products or promotions to boost sales.
- Manage daily sales operations and ensure smooth workflow.
- Negotiate and close sales deals to achieve or exceed targets.
- Liaise with customers regarding order status, deliveries, and inquiries.

- Follow up on and monitor customer payments.
- Conduct market research and identify business opportunities.
- Prepare reports and reviews with sales and financial data as required.

Job Requirements

- Min 1 - 5 years of sales experience in the F&B, FMCG or related industries.
- Independent, sales driven, with strong communication and negotiation skills.
- Possess own transportation.
- Able to travel to outstation if required.

#LI-JACMY

#stateKL

#countrymalaysia

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Company Description