



PR/160723 | Senior Sales Executive (Food Ingredients)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1599407

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

June 26th, 2026 11:15

General Requirements

Minimum Experience Level

Over 3 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 dynamic and growing organization specializing in the import and export of chemicals is looking for a Senior Sales Executive to join their Food Division and drive business growth.

Job Responsibilities

- Achieve annual sales targets by managing existing accounts and developing new customers and markets
- Drive business growth through market analysis, competitor insights, and identifying new opportunities
- Prepare costing and pricing strategies to ensure profitability (gross profit achievement)
- Build and maintain strong relationships with customers and suppliers, including handling inquiries and claims independently

- Oversee operational efficiency, including inventory planning, forecasting, and timely issue resolution
- Manage financial aspects such as credit limits, accounts, and ensuring timely collections with no bad debts
- Ensure compliance with company values, legal/ethical standards, and support team leadership/mentoring of junior staff

Job Requirements

- Bachelor's Degree in Food Technology, Food Science, Nutrition, or a related field
- Minimum 3 years of relevant working experience
- Strong ability to prioritize tasks and respond promptly to inquiries
- Good problem-solving skills with a sense of urgency in handling customer matters
- Excellent communication and negotiation skills
- Applicants must be Malaysian citizens or possess valid working rights in Malaysia

Interested applicants, feel free to click APPLY NOW.

#LI-JACMY

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