



PR/160808 | Key Account Executive (Distributor Management) - A leading FMCG (F&B) company

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1603062

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

July 21st, 2026 11:05

General Requirements

Minimum Experience Level

Over 1 year

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

A leading MNC in the FMCG (F&B) industry is looking for a Key Account Executive to manage distributors and existing retail partners in the Central Region.

Key Responsibilities:

- Manage assigned distributors by overseeing sales performance, inventory management, daily operations, and resolving operational issues to ensure efficient business operations and product availability.
- Conduct regular market visits with the distributor's sales team to monitor execution, provide guidance, and strengthen customer relationships.
- Support and coach the distributor's sales team by providing product knowledge training, sales techniques, and ongoing field assistance.
- Gather and analyze market intelligence, including customer feedback, retailer insights, competitor activities, and industry trends.

- Prepare and analyze monthly sales and market performance reports, identifying key trends and recommending improvement strategies.
- Support and coordinate marketing activities such as roadshows, trade exhibitions, product launches, promotional events, and other sales activation programs to enhance brand visibility, customer engagement, and sales performance.
- Collaborate with internal departments and distributors to ensure smooth execution of sales strategies and achievement of business objectives.

Requirements:

- Minimum 1 year of experience in distributor management, key account management, or FMCG sales.
- Experience in F&B, FMCG, or related sectors is preferable.
- Proven experience working with distributors and channel partners.
- Strong communication, negotiation, and relationship management skills.
- Fluent in Mandarin, English and Malay.
- Basic proficiency in Microsoft Excel and experience with report preparation and sales tracking.
- Willing to travel within the assigned territory as 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