

PR/161045 | Senior Sales Executive / Sales Executive – Food Ingredient (Dairy & Beverage)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1611306

Industry
Restaurant, Food Service

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 11:00

General Requirements

Minimum Experience Level
Over 3 years

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

COMPANY OVERVIEW

A leading distributor and solutions provider of specialty food ingredients is seeking a **Senior Sales Executive** / **Sales Executive (Food Ingredients - Dairy & Beverage)** to drive business growth and expand its presence within the food and beverage manufacturing industry. This role will be responsible for developing new business opportunities, managing key customer relationships, promoting innovative ingredient solutions, and supporting manufacturers across the dairy and beverage sectors.

JOB RESPONSIBILITIES

Sales & Business Development

- Support sales and business development efforts for dairy & beverage ingredients by actively engaging manufacturers and marketers.

- Conduct regular customer visits to build and maintain strong, long-term business relationships.
- Identify, develop, and explore new business opportunities with both existing and new customers to achieve monthly sales targets and sustainable growth.
- Understand customer requirements and recommend tailored ingredient solutions to meet commercial and technical needs.
- Develop and deliver sales proposals, presentations, and product demonstrations to support business opportunities.
- Manage the sales pipeline, including forecasting, budgeting, and tracking performance against agreed targets.
- Handle customer inquiries, feedback, and complaints promptly and professionally to ensure high customer satisfaction.

Product Knowledge & Market Development

- Maintain strong working knowledge of the food ingredients portfolio, including applications and benefits.
- Stay up to date with industry trends, market developments, and relevant food regulations, including food safety and labelling requirements.
- Collaborate closely with suppliers, technical, and internal teams to identify new product concepts and market opportunities.
- Provide regular market insights, competitor analysis, and development progress updates to support strategic decision-making.

JOB REQUIREMENTS

- Education: Bachelor's degree in Nutrition, Food Science & Technology, Life Sciences, or a related discipline.
- Working experience: Preferably 2–3 years of B2B sales experience in the food ingredients, or related industries.
- Skills:

  - Strong understanding of food ingredients, their applications, and relevant market dynamics.

  -Excellent communication, negotiation, business acumen, cost management, and interpersonal skills.

  -Proven ability to build, manage, and sustain relationships with key customers and stakeholders.

  -Results-oriented, with a demonstrated track record of meeting or exceeding sales targets.

  -Effective time management and organizational skills, with the ability to prioritize multiple tasks in a fast-paced environment.

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Company Description