



JAC Recruitment

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JAC Recruitment Malaysia

PR/161055 | Senior Sales Executive (Food Ingredients)

Job Information

Recruiter

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Job ID

1611313

Industry

Chemical, Raw Materials

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 8th, 2026 10:30

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 Overview:

Our client is a leading supplier of food emulsifiers and food improvement solutions, supporting food manufacturers with innovative ingredients and technical expertise across the Asia-Pacific region. This role will be required working remotely in KL and cover from central to Northern region.

Job Responsibilities:

- Manage and grow existing customer accounts within the assigned territory.
- Identify and develop new business opportunities.
- Visit customers regularly to maintain relationships and understand their needs.
- Prepare quotations, proposals, and follow up on sales orders.
- Prepare and present sales contracts.

- Work with the R&D team to conduct product trials and technical training.
- Coordinate with production, logistics, and quality teams to ensure smooth order delivery.
- Monitor customer demand, sales performance, and market trends.
- Conduct market research and keep track of competitor activities and new product developments.
- Respond to customer inquiries and resolve issues in professional manner.
- Prepare sales forecasts and regular reports for management.

Job Requirements:

- Bachelor's degree in food science or a related field.
- Experience in food ingredients, oleochemicals, chemicals, or manufacturing is an added advantage.
- Good communication, negotiation, and relationship-building skills.
- Willing to travel frequently within Malaysia and Singapore, and occasionally overseas when required.
- Able to work independently in a remote working environment.

#LI-JACMY #statekl

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Company Description