



PR/161128 | Managing Director in trusted food trading company

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1614543

Industry

Retail

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

September 29th, 2026 10:31

General Requirements

Minimum Experience Level

Over 10 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

Our client, a trusted and established trading company specializing in Halal and premium frozen food products, is seeking an experienced Managing Director to lead the next phase of its growth. This role will be responsible for driving business strategy, strengthening operational excellence, expanding market presence, and delivering sustainable profitability. The successful candidate will provide overall leadership across commercial and operational functions while building a high-performing leadership team and ensuring long-term organizational capability.

Job Responsibilities

- Provide strategic and operational leadership to drive business growth, execute company objectives, and ensure alignment with long-term corporate strategy
- Own full P&L performance, including budgeting, forecasting, pricing, cost management, and profitability delivery
- Lead business expansion initiatives by entering new markets, increasing production capacity, and achieving sustainable revenue growth

- Drive organizational transformation and operational excellence through process improvements, team restructuring, and culture development to support scalability
- Oversee commercial and operational functions, ensuring strong alignment between customer demand, market opportunities, and business capabilities
- Strengthen market presence and customer relationships by leading business development, strategic partnerships, and key account growth initiatives

Job Requirements

- Degree in Business, Management, Food Science, Engineering, or related fields
- Minimum 10 years of progressive experience, including 5-7 years in senior leadership experience within food manufacturing, food distribution, seafood, protein, or FMCG industries
- Proven ability to manage large-scale business operations with full P&L accountability and drive business growth, transformation, turnaround, or expansion initiatives
- Well-rounded expertise across both commercial functions (sales/business development) and operational management
- Experienced in working with regional stakeholders, multinational customers, principals, and strategic business partners
- Strategic yet hands-on leader with strong decision-making, people management, talent development, succession planning, and organizational capability-building skills
- Applicants must be Malaysian citizens or hold valid work authorization

Interested applicants, feel free to click [APPLY NOW](#)

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#countrymalaysia

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Company Description