



## PR/158741 | Senior Key Account Executive (FMCG Principal)

### 募集職種

### 人材紹介会社

ジェイエイシーリクルートメントマレーシア

### 求人ID

1540938

### 業種

小売

### 雇用形態

正社員

### 勤務地

マレーシア

### 給与

経験考慮の上、応相談

### 更新日

2025年06月17日 03:00

### 応募必要条件

#### 職務経験

3年以上

#### キャリアレベル

中途経験者レベル

#### 英語レベル

ビジネス会話レベル

#### 日本語レベル

ビジネス会話レベル

#### 最終学歴

短大卒：準学士号

#### 現在のビザ

日本での就労許可は必要ありません

### 募集要項

Our client, a global conglomerate is looking for a business- and career-minded Key Account Executive that will be responsible for key account management and distributors, focusing on Modern Trade. You will be a key part of helping the business to growth as it expands market share in Malaysia by maximizing sales opportunities with key retailers.

#### Main Responsibilities

- Develop collaborative trading partnership with key retailers via constant strategic business planning to drive category sales and to gain market shares.
- Responsible on trading terms negotiations with the retailer on yearly basis.
- Monitor and review sales performance and marketing effectiveness.
- Develop new markets and expand key account base.

#### Key Requirements

- At least degree in Marketing, Business Administration, or any related fields.
- Minimum 1-2 years of experience in modern trade channel/experience in dealing with distributors.
- Computer literate with good communication, report, and presentation skills.
- Strong account management, influencing, negotiation, analytical thinking and able to work under pressure.
- Proficiency with Excel is a big plus.
- Fluency in English and able to communicate in Mandarin.

- Possess own transport and willing to travel across Malaysia.

#### **Benefits**

- Career advancement (good opportunity to become KAM as the business is expanding)
- Annual increment
- Performance bonus
- Medical Checkup and Dental Allowance

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会社説明