



## 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

1548079

#### 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07月08日 16:32

### 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

**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>

---

会社説明