



## PR/159540 | On Trade Manager (Alcoholic Beverage Industry) - Work From Home

### 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

1559196

#### 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09月23日 10:50

### 応募必要条件

#### キャリアレベル

中途経験者レベル

#### 英語レベル

無し

#### 日本語レベル

無し

#### 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

A global leader in the **alcoholic beverage industry** is looking for an **On Trade Manager** to manage distributor and key accounts, implement strategic plans, enhance on-trade channel performance and drive business expansion in Malaysia. This is a fully remote role with flexible working hours.

#### Key Responsibilities:

- Manage and strengthen relationships with local distributor teams and key accounts to secure support for the brand portfolio.
- Recommend, implement, and track competitive short- and long-term distribution plans and commercial strategies aligned with strategic imperatives.
- Collaborate with regional and functional teams to define and prioritize local commercial strategies, ensuring adequate support from marketing and activation functions.
- Understand the brand portfolio and advise on positioning strategies within the On-trade Channel.
- Build and grow key on-trade lighthouse accounts in priority cities.

- Guide distributor teams in applying commercial excellence frameworks to drive and measure business growth.
- Ensure distributor teams operate in strategic alignment with local priorities and regional imperatives.
- Support the development of distributor teams into high-performing, commercially excellent organizations with strong leadership and execution capabilities.
- Monitor merchandising execution and oversee the implementation of marketing programs.
- Conduct monthly business reviews with distributors to ensure on-trade distribution targets are met.
- Partner with the Trade Marketing team to drive commercial and marketing excellence, including support for on-trade data reporting.

Requirements:

- Minimum 5-10 years of experience in on trade channel management in the F&B, FMCG or a related industry.
- Strong skills in commercial strategy, trade marketing, and execution planning.
- Solid understanding of on-trade channel dynamics and brand portfolio positioning.
- Familiarity with commercial excellence frameworks and performance tracking.
- Strategic, results-driven, and collaborative with strong stakeholder management skills.
- Willing to attend evening or night events as part of industry engagement and relationship-building.
- Self-motivated and able to work independently in a remote environment.

#LI-JACMY

#stateKL

#countrymalaysia

**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.

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会社説明