



PR/159813 | Key Account Manager (FMCG)

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

1565999

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

2026年01月13日 13:00

応募必要条件

職務経験

6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

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 leading household FMCG brand is currently looking for an experienced Key Account Manager (Modern Trade) to join their team.

Job Description

- Responsible for the development of IKA/LKA channel and achieving sales budget under the channel.
- To strengthen corporate trade positioning and foster trade relationships via conducting periodic business reviews and trade visits.
- Review & renewal of Yearly National Contract/ Trading Term Agreement with best interest of Company.
- Work closely with the cross-functional teams to ensure efficient and effective execution through scheduled meetings and trade visit.

- Monitor team's key performance achievement. Conduct regular reviews to provide feedback on achievements, performance gaps and requirements for improvement.
- Managing and utilizing MT funds with trust to optimize value gained (ROI).
- Develop deep insights and actionable recommendations from post-evaluation analyses and incorporate into the company's directions and strategies.

Job Requirements

- At least 5 years of key account management experience in the FMCG industry.
- Minimum 1 year of leadership experience.
- Skilled in strategic planning, critical thinking, data analysis and attention to details.
- Proficient in MS Words, Excel and Power Point.
- Good team player, able to multitask, independent with strong interpersonal skills.

#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.

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