



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

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会社説明