



PR/159857 | Senior Sales Executive (Modern Trade)

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

1566513

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02月03日 11:02

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

流暢

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 MNC in the F&B industry is looking for a Senior Sales Executive to handle Modern Trade customer accounts.

Job Description

- Manage and expand corporate and retail accounts in the FMCG sector; act as the primary point of contact for clients.
- Organize regular client engagements to understand requirements and ensure alignment with the client's business objectives.
- Develop proposals and sales forecasts backed by credible, data-driven analysis.
- Propose effective sales strategies informed by category insights and market trends to improve sales results.
- Expand product penetration in assigned channels and optimize shelf visibility through planogram execution, aligned with customer direction.

- Monitor, analyze, and report on sales performance and promotional ROI to guide future actions.
- Check and manage required documentation (e.g., promotion claims, distributor claims, merchandiser claims) and take action based on management approvals.
- Lead and supervise sales representatives/merchandisers to meet targets while safeguarding company interests during negotiations.

Job Requirements

- Minimum 3 years' FMCG experience, with strong skills in planogram, category management, and promotional effectiveness evaluation.
- Possess at least a Diploma.
- Strong logical thinking, negotiation, and problem-solving skills.
- Proficient in Word, Excel, PowerPoint.
- Fluent in English, Malay, and Mandarin (to deal with Mandarin-speaking customers).
- Possess a valid driving license (company car is provided).
- Fresh graduates are welcomed to apply.

#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