

# マレーシアの求人なら JAC Recruitment Malaysia

## PR/159857 | Senior Sales Executive (Modern Trade)

募集職種
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### 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

2025年11月25日 11:37

### 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.

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会社説明