



PR/159975 | Assistant Key Account Manager (FMCG F&B)

#### 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

1572191

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06月16日 07:53

#### 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 MNC in the FMCG (Beverage) industry is currently looking for an Assistant Key Account Manager to join their team.

#### Job Description

- Develop and execute Joint Business Plans with key accounts, conduct regular reviews, and use market insights to guide strategic decisions.
- Achieve sales targets, identify new distribution opportunities, and optimize shelf space and assortment through category management.
- Lead negotiations on terms and contracts while building strong, long-term relationships with key decision-makers.
- Plan and implement impactful promotions within budget, analyze ROI, and align marketing initiatives with customer strategies.

- Provide accurate sales forecasts, ensure product availability, and collaborate with supply chain teams to resolve issues.

#### Job Requirements

- Bachelor's degree/diploma in business, marketing, or related field.
- 3 - 5 years' experience as a Key Account Manager, National Account Manager, or similar role within the FMCG industry.
- Demonstrable experience managing large retail accounts with a strong track record of meeting and exceeding sales targets.
- Experience in launching new products, category management principles and space planning software (e.g., Nielsen or Market Pulse) is a plus.
- Strong negotiation, relationship-building, and strategic planning skills.
- Analytical, data-driven, results-focused, and problem-solver.

#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