



## 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02月10日 11:01

### 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

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会社説明