



PR/160285 | Senior Sales Executive / Key Account Executive - A rapidly growing multinational company in the Food trading industry

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

1582511

業種

レストラン・フードサービス

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03月31日 05:00

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

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 rapidly growing multinational company in the Food trading industry is expanding its Malaysia team and looking for multiple passionate and driven Sales Executives to support its aggressive growth in the market.

Job Description

- Manage and grow B2B sales channels, either HORECA (Hotels, Restaurants, Cafés) OR retail accounts.
- Develop, maintain, and strengthen key account relationships to support long-term business growth.
- Identify and secure new business opportunities, actively expanding sales channels and increasing brand visibility.
- Collaborate closely with customers to implement business strategies, promotional activities, and joint execution plans.

- Prepare sales forecasts, monitor sales performance, analyse market trends, and recommend improvement actions.

Job Requirements

- 1–8 years of sales experience within the F&B / food-related industry.
- Experience in key account management or handling B2B portfolios (HORECA or retail).
- Candidates with networks in food retail, restaurants, or food distribution are highly preferred.
- Passionate in the food industry and strong interest in building a long-term career in the company.
- Strong communication, negotiation, interpersonal, and presentation skills.
- Positive, proactive, and aggressive person who embraces challenges and moves with speed.
- Self-driven, adaptable, and able to thrive in a fast-paced, growth-oriented environment.

#LI-JACMY

#stateKL

#countrymalaysia

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会社説明