



## PR/160308 | Chemical & Food Ingredients Sales Manager

### 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

1583869

#### 業種

その他（商社）

#### 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05月19日 12:00

### 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

#### COMPANY OVERVIEW

The company is a well-established distributor of specialty chemicals and food ingredients, supplying high-quality raw materials to manufacturers across the food & beverage, nutraceutical, and industrial sectors. With strong partnerships across global ingredient producers, the organization focuses on delivering safe, compliant, and innovative ingredient solutions. The company is committed to supporting customers with technical expertise, reliable supply chain management, and value-added services that help enhance product quality, efficiency, and market competitiveness.

#### JOB RESPONSIBILITIES

The Chemical & Food Ingredients Sales Manager will be responsible for driving business growth, managing key accounts, and expanding market share within the food manufacturing and processing industries. The ideal candidate should have strong technical knowledge of food ingredients, an understanding of distribution channels, and the ability to develop long-term partnerships with customers and principals.

#### Sales & Market Development

- Develop and execute sales strategies to grow revenue in the food ingredients and specialty chemical segments.
- Identify new business opportunities within food manufacturing, beverage production, dairy, confectionery, bakery, and

nutraceutical sectors.

- Promote a diverse portfolio of products such as emulsifiers, stabilizers, acidulants, sweeteners, flavours, preservatives, and functional ingredients.
- Conduct product presentations, solution-based discussions, and technical consultations with R&D, procurement, and production teams.

#### Account Management

- Manage and nurture relationships with existing customers while developing new accounts.
- Negotiate contracts, pricing, supply terms, and annual agreements.
- Understand customer formulations, production challenges, and operational needs to provide tailored ingredient recommendations.
- Ensure consistent communication and high service levels to strengthen customer loyalty.

#### Supplier & Principal Engagement

- Collaborate with international principals on product training, market intelligence, and promotional activities.
- Provide market feedback to principals, including customer trends, competitor insights, and product performance.
- Coordinate technical trials, sampling activities, and product qualification processes.

#### Market Intelligence & Reporting

- Track market developments, competitor activities, pricing trends, and regulatory changes related to food ingredients.
- Prepare accurate sales forecasts, pipelines, and monthly sales activity reports.
- Provide insights to management on product gaps, innovation opportunities, and strategic business directions.

#### Internal Collaboration

- Work closely with supply chain, logistics, and customer service teams to ensure timely deliveries and inventory management.
- Support marketing initiatives such as seminars, trade shows, webinars, and new product launches.

#### JOB REQUIREMENTS

- Bachelor's degree in Food Science, Chemistry, Chemical Engineering, Food Technology, or related field.
- Minimum 3–5 years of sales experience in food ingredients, specialty chemicals, or B2B distribution.
- Strong understanding of food formulations and processing applications.
- Proven track record of achieving sales targets and managing key accounts in the food industry.
- Excellent communication, negotiation, and presentation skills.
- Ability to travel domestically and occasionally internationally.

#### Preferred Competencies

- Strong technical aptitude in food ingredient functionality.
- Ability to build long-term customer relationships.
- Commercial acumen with a customer-focused mindset.
- Ability to work independently while collaborating effectively with cross-functional teams.
- Experience working with international principals or regional distributors is an advantage.

#LI-JACMY

#countrymalaysia

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会社説明