



PR/160436 | Sales Manager / Head of Sales - A growing multinational company in the Food & Beverage 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

1591454

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05月12日 10:16

応募必要条件

職務経験

6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 & Beverage trading industry is expanding and looking for a Sales Manager/ Head of Sales to lead the sales team and grow the business in the Malaysia market.

Job Description

- Lead and grow B2B sales in the food service and retail channels.
- 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.
- Plan sales strategies and lead the sales team to achieve targets.

Job Requirements

- 5 - 10 years of sales leadership experience within the F&B trading 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 leadership, communication and negotiation 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

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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

会社説明