



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

1594910

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06月02日 11:03

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

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会社説明