



PR/160517 | Key Account Manager for Leading Flavouring Manufacturer

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

1599289

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06月26日 11:13

応募必要条件

職務経験

10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

Company and Job Overview

A well-established manufacturer and marketer of food and beverage flavorings is seeking a Key Account Manager to be based in its Kuala Lumpur office. This role is responsible for developing and executing strategic business plans to expand the company's local and export customer base, driving sales growth and new product business development.

Job Responsibilities

- Lead local and export sales operations, driving customer base expansion, revenue growth, and new product business development through strategic sales and marketing planning
- Build and maintain strong relationships with key accounts, conducting senior-level sales visits, managing client expectations, resolving issues, and anticipating future needs
- Manage commercial performance, including sales forecasting, budgeting, expense control, receivables management, gross profit monitoring, and pricing adjustments to protect margins

- Lead and develop high-performing sales teams, providing coaching, training on SOPs, and motivation to achieve sales targets and improve account performance
- Drive market and channel expansion by researching new markets, appointing and managing agents/distributors, and negotiating sales agreements, contracts, and term sheets
- Collaborate cross-functionally with marketing, design, logistics, finance, and operations to ensure high-quality delivery, effective trade promotions, and timely reporting to stakeholders

Job Requirements

- Minimum 10–15 years of experience in sales and marketing leadership, with proven exposure to local and export markets
- Strong track record in key account management and strategic sales planning, including new product launches and market expansion
- Solid commercial acumen, with hands-on experience in sales forecasting, budgeting, pricing, margin management, and receivables control
- Demonstrated ability to lead, coach, and develop sales teams, including building high-performing account management structures
- Proven capability in client and channel management, including distributor/agent appointment, contract negotiation, and stakeholder engagement across functions
- Excellent communication, negotiation, and analytical skills, with the ability to work cross-functionally and present performance insights to senior management.
- Applicants should be Malaysian citizens or hold relevant work authorization

Interested applicants, feel free to click APPLY NOW

#LI-JACMY
#countrymalaysia

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会社説明