



PR/160623 | Senior Key Account Executive - A leading Food trading company

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

1599336

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08月22日 00:00

応募必要条件

職務経験

1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 leading Food Trading company is currently looking for a Senior Key Account Executive to handle a major international key account (chain supermarket) in the retail channel.

Job Description

- Responsible for driving company growth by maintaining existing client relationships, identifying new sales trends, and closing deals to achieve set targets.
- Build long-term relationships with the client to encourage repeat business.
- Identify customer needs through active communication and meetings, and convert them into sales.
- Maintain in-depth knowledge of products/services to conduct demonstrations and answer queries.
- Monitor industry trends and competitor activities, and submit regular sales reports to management.

Job Requirements

- Min 1 - 5 years of key account management experience in the FMCG industry, preferably in the F&B categories.
- Strong interpersonal skills to foster trust with clients.
- Excellent verbal skills to persuade clients and close deals.
- Ability to organize visits, calls, and follow-ups effectively.
- Able to speak, read and write in English & Malay.
- Possess own transportation.
- Able to travel to outstation if required.

#LI-JACMY

#stateKL

#countrymalaysia

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会社説明