



PR/160723 | Senior Sales Executive (Food Ingredients)

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

1599407

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 11:15

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

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 dynamic and growing organization specializing in the import and export of chemicals is looking for a Senior Sales Executive to join their Food Division and drive business growth.

Job Responsibilities

- Achieve annual sales targets by managing existing accounts and developing new customers and markets
- Drive business growth through market analysis, competitor insights, and identifying new opportunities
- Prepare costing and pricing strategies to ensure profitability (gross profit achievement)
- Build and maintain strong relationships with customers and suppliers, including handling inquiries and claims independently

- Oversee operational efficiency, including inventory planning, forecasting, and timely issue resolution
- Manage financial aspects such as credit limits, accounts, and ensuring timely collections with no bad debts
- Ensure compliance with company values, legal/ethical standards, and support team leadership/mentoring of junior staff

Job Requirements

- Bachelor's Degree in Food Technology, Food Science, Nutrition, or a related field
- Minimum 3 years of relevant working experience
- Strong ability to prioritize tasks and respond promptly to inquiries
- Good problem-solving skills with a sense of urgency in handling customer matters
- Excellent communication and negotiation skills
- Applicants must be Malaysian citizens or possess valid working rights in Malaysia

Interested applicants, feel free to click APPLY NOW.

#LI-JACMY

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会社説明