



PR/160808 | Key Account Executive (Distributor Management) - A leading FMCG (F&B) 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

1603062

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07月21日 11:05

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

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

A leading MNC in the FMCG (F&B) industry is looking for a Key Account Executive to manage distributors and existing retail partners in the Central Region.

Key Responsibilities:

- Manage assigned distributors by overseeing sales performance, inventory management, daily operations, and resolving operational issues to ensure efficient business operations and product availability.
- Conduct regular market visits with the distributor's sales team to monitor execution, provide guidance, and strengthen customer relationships.
- Support and coach the distributor's sales team by providing product knowledge training, sales techniques, and ongoing field assistance.
- Gather and analyze market intelligence, including customer feedback, retailer insights, competitor activities, and industry trends.

- Prepare and analyze monthly sales and market performance reports, identifying key trends and recommending improvement strategies.
- Support and coordinate marketing activities such as roadshows, trade exhibitions, product launches, promotional events, and other sales activation programs to enhance brand visibility, customer engagement, and sales performance.
- Collaborate with internal departments and distributors to ensure smooth execution of sales strategies and achievement of business objectives.

Requirements:

- Minimum 1 year of experience in distributor management, key account management, or FMCG sales.
- Experience in F&B, FMCG, or related sectors is preferable.
- Proven experience working with distributors and channel partners.
- Strong communication, negotiation, and relationship management skills.
- Fluent in Mandarin, English and Malay.
- Basic proficiency in Microsoft Excel and experience with report preparation and sales tracking.
- Willing to travel within the assigned territory as required.

#LI-JACMY

#stateKL

#countrymalaysia

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会社説明