



JAC Recruitment

マレーシアの求人なら
JAC Recruitment Malaysia

PR/160865 | Retail Sales Manager (Modern Trade)

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

1604930

業種

小売

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25日 13:00

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

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

Job Overview

- We are looking for an experienced Retail Sales Manager to lead and grow retail sales operations. This role is responsible for developing sales strategies, managing key retail accounts and distributors, leading the sales team, and achieving revenue and profitability targets.
- The ideal candidate is a strong leader with solid retail sales experience, business acumen, and the ability to build strong customer relationships while driving sustainable growth.

Job Responsibilities

- Experience overseeing the Modern Trade (MT) channel.
- Proven experience leading Trading Terms Agreement (TTA) negotiations.

- Lead, coach, and develop the sales team, including merchandisers and external partners.
- Develop and execute sales strategies to achieve business growth and revenue targets.
- Manage key retail accounts and maintain strong relationships with customers and business partners.
- Negotiate and implement joint business plans, promotions, pricing, and product assortment strategies.
- Ensure excellent in-store execution and product visibility across retail channels.
- Work closely with marketing, supply chain, finance, and other internal teams to drive business performance.
- Analyze sales performance, market trends, and competitor activities to identify growth opportunities.
- Monitor sales results and take corrective actions to improve performance.
- Manage distributor performance and profitability.
- Lead sales forecasting and collaborate with supply chain teams to ensure product availability and customer satisfaction.
- Prepare regular business and sales reports for management review.

Job Requirements

- Preferably with bachelor's degree in Business, Marketing, or a related field.
- Minimum 6-8 years of retail sales experience, including at least 3-4 years in a managerial or leadership role.
- Proven track record in sales growth, account management, and team leadership.
- Strong analytical, planning, and problem-solving skills.
- Excellent communication skills on English, Mandarin & Malay
- Good understanding of retail operations, distributor management, and supply chain processes.

#LI-JACMY

#countrymalaysia

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会社説明