



PR/160895 | Sales / Business Development Manager - A leading Computer & Electronics MNC (Hybrid & Flexible)

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

1605604

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18日 04:00

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

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 multinational company in the Consumer Electronics and Computer Accessories Industry is seeking a Sales Manager to grow their retail channel business in Malaysia. This role is responsible for acquiring new accounts, deepening existing retail partnerships and managing relationships with distributors, with a strong focus on in-store products visibility.

Job Responsibilities

New Business Development

- Prospect and pitch to hypermarkets, electronics specialty stores, convenience stores etc
- Develop and execute retail channel expansion strategies based on market and competitor analysis
- Lead negotiations, pricing/terms discussions, and close new retail accounts

- Build and maintain a structured prospect pipeline with consistent follow-up

Account Management & Retention

- Conduct regular client visits, maintain relationships, and identify upsell/cross-sell opportunities
- Coordinate orders, delivery timelines, and stock levels with clients and internal teams
- Ensure client satisfaction by resolving issues and responding to inquiries promptly
- Track account performance metrics and provide regular reporting with improvement proposals

Distributor Management

- Conduct regular meetings with distributors and sales representatives to maintain strong partnerships
- Set sales targets, track progress, and support distributor sales representatives in achieving goals
- Deliver product training and share promotional strategies with distributor/sales representative
- Evaluate distributor performance and develop action plans for improvement
- Identify, evaluate, and onboard new distributor and partners

Sales Promotion & In-Store Execution

- Develop and present in-store display concepts, fixture layouts, and zoning proposals to retail partners
- Implement and maintain planograms, shelf placement, and merchandising standards
- Create, place, and maintain POP materials and promotional assets in-store
- Conduct product demonstrations and training sessions for retail partner staff
- Plan and execute in-store campaigns and promotional activities

Job Requirements

- Minimum 5 years of channel sales experience in the Computer Industry, Consumer Electronics Industry or related fields.
- Proven track record selling into hypermarkets, electronics retailers, or similar retail channels
- Experienced in managing distributors.
- Hands-on experience planning and executing in-store promotional and merchandising activities
- Strong presentation, negotiation, and closing skills
- Proficient in Excel and familiarity with CRM tools

#LI-JACMY

#stateKL

#countrymalaysia

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