



JAC Recruitment

マレーシアの求人なら
JAC Recruitment Malaysia

PR/161045 | Senior Sales Executive / Sales Executive – Food Ingredient (Dairy & Beverage)

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

1611306

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09月22日 08:00

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

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

COMPANY OVERVIEW

A leading distributor and solutions provider of specialty food ingredients is seeking a **Senior Sales Executive / Sales Executive (Food Ingredients - Dairy & Beverage)** to drive business growth and expand its presence within the food and beverage manufacturing industry. This role will be responsible for developing new business opportunities, managing key customer relationships, promoting innovative ingredient solutions, and supporting manufacturers across the dairy and beverage sectors.

JOB RESPONSIBILITIES

Sales & Business Development

- Support sales and business development efforts for dairy & beverage ingredients by actively engaging manufacturers and marketers.

- Conduct regular customer visits to build and maintain strong, long-term business relationships.
- Identify, develop, and explore new business opportunities with both existing and new customers to achieve monthly sales targets and sustainable growth.
- Understand customer requirements and recommend tailored ingredient solutions to meet commercial and technical needs.
- Develop and deliver sales proposals, presentations, and product demonstrations to support business opportunities.
- Manage the sales pipeline, including forecasting, budgeting, and tracking performance against agreed targets.
- Handle customer inquiries, feedback, and complaints promptly and professionally to ensure high customer satisfaction.

Product Knowledge & Market Development

- Maintain strong working knowledge of the food ingredients portfolio, including applications and benefits.
- Stay up to date with industry trends, market developments, and relevant food regulations, including food safety and labelling requirements.
- Collaborate closely with suppliers, technical, and internal teams to identify new product concepts and market opportunities.
- Provide regular market insights, competitor analysis, and development progress updates to support strategic decision-making.

JOB REQUIREMENTS

- Education: Bachelor's degree in Nutrition, Food Science & Technology, Life Sciences, or a related discipline.
- Working experience: Preferably 2–3 years of B2B sales experience in the food ingredients, or related industries.
- Skills:
 - Strong understanding of food ingredients, their applications, and relevant market dynamics.
 - Excellent communication, negotiation, business acumen, cost management, and interpersonal skills.
 - Proven ability to build, manage, and sustain relationships with key customers and stakeholders.
 - Results-oriented, with a demonstrated track record of meeting or exceeding sales targets.
 - Effective time management and organizational skills, with the ability to prioritize multiple tasks in a fast-paced environment.

#LI-JACMY

#countrymalaysia

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会社説明