



PR/161055 | 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

1611313

業種

化学・素材

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08日 10:30

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 Overview:

Our client is a leading supplier of food emulsifiers and food improvement solutions, supporting food manufacturers with innovative ingredients and technical expertise across the Asia-Pacific region. This role will be required working remotely in KL and cover from central to Northern region.

Job Responsibilities:

- Manage and grow existing customer accounts within the assigned territory.
- Identify and develop new business opportunities.
- Visit customers regularly to maintain relationships and understand their needs.
- Prepare quotations, proposals, and follow up on sales orders.
- Prepare and present sales contracts.

- Work with the R&D team to conduct product trials and technical training.
- Coordinate with production, logistics, and quality teams to ensure smooth order delivery.
- Monitor customer demand, sales performance, and market trends.
- Conduct market research and keep track of competitor activities and new product developments.
- Respond to customer inquiries and resolve issues in professional manner.
- Prepare sales forecasts and regular reports for management.

Job Requirements:

- Bachelor's degree in food science or a related field.
- Experience in food ingredients, oleochemicals, chemicals, or manufacturing is an added advantage.
- Good communication, negotiation, and relationship-building skills.
- Willing to travel frequently within Malaysia and Singapore, and occasionally overseas when required.
- Able to work independently in a remote working environment.

#LI-JACMY #statekl

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会社説明