



PR/158177 | Sales Account Manager (Export - FMCG)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1505477

Industry

Retail

Job Type

Permanent Full-time

Location

Singapore

Salary

Negotiable, based on experience

Refreshed

November 19th, 2024 11:37

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Our client is a MNC in the FMCG industry, specializing in personal care products. As part of their business growth, they are looking for an experienced Export Sales candidate from the FMCG industry.

Key Responsibilities:

- **Market Development:** Identify and explore new international markets and business opportunities, expanding the company's global reach.
- **Relationship Management:** Maintain and strengthen relationships with existing overseas distributors, ensuring effective communication and collaboration.
- **Budget Planning:** Develop and manage annual sales and profit budgets for international markets (or markets in charge), aligning with company objectives.
- **Pricing and Quotation Management:** Prepare, manage, and update pricing lists and quotations for overseas

distributors, ensuring timely and accurate information.

- **Sales Performance Monitoring:** Track, analyze, and review the sales performance of international distributors, implementing strategies to meet or exceed targets.
- **Promotional Support:** Provide support for promotional activities and marketing campaigns, including Advertising & Promotion (A&P) planning tailored to overseas markets.
- **Issue Resolution:** Collaborate closely with overseas distributors to identify challenges and implement effective recovery actions and solutions.
- **Product Launch and Marketing Planning:** Develop and execute marketing plans for new product launches in collaboration with overseas distributors, ensuring successful market entry and growth.
- **Sales and Stock Forecasting:** Prepare monthly sales and inventory forecasts, conduct sales and profit analysis, and provide detailed reports to management.
- **Budget Control and Monitoring:** Oversee and monitor sales budgets, profitability, payment terms, and accounts receivable (AR) collection to ensure financial targets are met.
- **Reporting:** Provide regular reports and updates to the Regional Sales Manager, highlighting performance insights and strategic recommendations.

Job Requirements:

- Diploma or Degree in Business Administration, Marketing or related disciplines.
- 5 years of relevant experience, preferably in the FMCG industry.
- Proficiency in Microsoft Office (Word, Excel, and PowerPoint) or equivalent.
- Experience in Power BI (Microsoft) is a plus.
- Detail-oriented and customer-oriented with strong business sense.
- Strong analytical thinking and management skills.
- Good interpersonal, communication and presentation skills.
- Good command in both written and spoken English.
- Regular overseas travel is required.

Company Description