



JAC Recruitment

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Malaysia



PR/158115 | SALES MANAGER (CONSUMER GOODS)

Job Information

Recruiter[JAC Recruitment Malaysia](#)**Job ID**

1506627

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

November 26th, 2024 11:08

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 principal company from Europe in wine and spirits (alcohol).

MAIN RESPONSIBILITIES

- Oversee the wholesaler selection, relationship and evaluation in the assigned region
- Develop sales projection and target metrics, set balanced initial volume target in a bottom-up way in terms of volumes and net sales
- Allocate outlet and wholesaler targets to the sales team in line with customer segmentation and KPIs
- Lead and monitor regional sales execution and promotion, including sales progress, inventory, depletion, customer relations

JOB REQUIREMENTS

Degree/Diploma in Business Studies, Marketing or related field.

5 years experience in sales and marketing field.

Good communication and interpersonal skills.

Excellent strategic planning and analytical skills

Interested applicants, welcome to apply online or contact us directly. suesin.yong@jac-recruitment.com / 07-2781122 / 012-7378326 #LI-JACMY

Company Description