



PR/157888 | Key Account Executive (Modern Trade)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1508910

Industry

Pharmaceutical

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 15:20

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

Your Responsibilities:

- Develop and execute sales strategies for Modern Trade channels, including Drug Pharma, CVS chains, and Hyper Supermarkets.
- Manage A&P budgets to ensure cost efficiency and positive ROI.
- Achieve sales targets, expand SKUs, and ensure product visibility and availability for business growth.
- Negotiate business terms with channels/customers for optimal profitability.
- Align with brand teams to ensure consistent trade objectives.
- Lead business reviews with key accounts/retailers to align sales plans.
- Provide weekly and monthly sales reports to track customer performance.

Job Requirements:

- Bachelor's degree in Business Studies, Science, Marketing, Business Management, or a related field.
- Minimum of 3 years of experience in Modern Trade, specifically in Drug Pharma and/or Hyper Supermarkets channels.
- Proficient in MS Office, especially Excel and PowerPoint.
- Strong interpersonal skills, positive attitude, results-oriented, team player, and able to work independently.
- Willingness to travel.

