



PR/158101 | Senior Business Development Executive (HORECA - Food Packaging)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1512466

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

January 8th, 2025 12:00

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 Food Packaging industry, supplying food packaging and consumable kitchen goods to an established client base in the F&B industry. As part of the business expansion, we are looking for an experienced Sales candidate to help grow the food packaging business in F&B & HORECA channel.

Key Responsibilities:

- Conduct market research and analyse market trends, needs, customers behaviours, competitors' analysis and future market trend forecast.
- Develop new business opportunities, partnerships, and cross company products collaborations for local and international market.
- Plan and manage the budget for sales & marketing advertising and promotion strategy.
- Attend to customer complaints promptly and resolve any issues amicably to enhance excellent customer relationship.
- Prepare weekly/monthly report on sales & marketing performances and analyse the marketing strategies / campaigns

result against the sales target result.

- Perform other ad-hoc assignment and any other duties as assigned by the Management from time to time.

Requirements:

- Possess at least Diploma or Degree in Business Studies / Management or similar.
- At least 2-3 years of working experience, with an interest in Sales or Business Development.
- Experience in HORECA or wholesales food industry is an added advantage.
- Interest in Japanese food culture or ability to speak Japanese is highly desirable.
- Possess own transport and willing to travel.

Company Description