



## PR/158115 | SALES MANAGER (CONSUMER GOODS)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1512475

**Industry**

Other (Trade)

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

February 5th, 2025 10:01

### 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](mailto:suesin.yong@jac-recruitment.com) / 07-2781122 / 012-7378326 #LI-JACMY

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## Company Description