



PR/158406 | Key Account Manager (FMCG)

## Job Information

### Recruiter

JAC Recruitment Malaysia

### Job ID

1514510

### Industry

Retail

### Job Type

Permanent Full-time

### Location

Malaysia

### Salary

Negotiable, based on experience

### Refreshed

January 21st, 2025 14:00

## 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

A leading FMCG company in Malaysia is looking for a Key Account Manager to develop sales strategies, leading the team in identifying new business opportunities and fostering strong relationships with key convenience store accounts and retail partners. This role will be **based at Kota Damansara**.

### Main Responsibilities:

- Develop sales strategies to increase market penetration in channel of convenience stores and petrol marts
- Identify and prioritise key accounts and retail partners, and build and maintain relationships with key partners to drive sales and secure promotional opportunities
- Negotiate sales agreements, contracts, and sales terms with convenience store and petrol mart partners.
- Provide exceptional customer service to all customers and key stakeholders.

- Collaborate with Branding & Marketing to develop and implement promotional strategies to stimulate sales.
- Collaborate with Market Research & Strategy and Product Development functions and provide insights into sales trends, customer behaviours, and product improvements.
- Lead sales teams to meet sales targets.

**Key Requirements:**

- Bachelor's Degree and/or Master's Degree in Business, Marketing or equivalent
- Minimum 5-7 years' experience in a Sales role (preferably in FMCG industry and/or convenience stores chain channels)
- Excellent verbal and written communication and negotiation skills
- Knowledgeable and capable in planning, executing and coordinating sales initiatives
- Ability to demonstrate initiative and work well in a fast-paced environment
- Excellent interpersonal skills to communicate with clients and team members
- Strong understanding of current trends and best practices in sales management

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Company Description