



PR/158598 | Senior Sales Executive / Assistant Manager (Food Ingredients MNC)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1522274

Industry

Other (Trade)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 15th, 2025 18:00

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 leading MNC in the food ingredients industry. As part of their business expansion, they are looking to hire an experienced sales candidate who is familiar with food ingredients/food manufacturing.

Key Responsibilities:

- To service existing clients to ensure that they are satisfied with the services rendered.
- To draft proposal on Sales & Marketing including technical solutions for customers.
- To report business performance by tracking the market developments, sales performance, competitive analysis, forecast and trends on a monthly basis.
- To research, identify, develop and consolidate data on customers' needs such as product application, service requirements, buying cycles, delivery schedules and internal regulations such as pricing structure.

- To conduct market research so as to identify and understand business partners' expectations and needs.
- Good communication with other Sales colleagues in understanding business partners' needs / profiles / challenges.
- To work closely with immediate Superior in implementing defined Sales & Marketing activities such as Cost Targets vs. Supply vs. Sales, incentive plans, product portfolio streamlining, product applications and product flows.
- To identify and provide technical support in ensuring superior customer service & quality, continuity of product and/or application introduction and timely know-how exchange.
- To build strong business rapport with clients and provide excellent value-added services.

Job Requirements:

- Candidate must possess at least a bachelor's degree (Food Technology / Nutrition / Dietetics) or equivalent.
- At least 3 years' experience in food ingredients industry.
- Well versed with MS Office, MS Excel and particularly in Power Point presentation.
- Good communication skills, well-versed in spoken and written English.

Company Description