



## 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**

February 18th, 2025 12:38

### 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