



PR/158639 | Channel Sales Manager (Modern Trade - Electronics / IT Products)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1523310

Industry

Retail

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

April 22nd, 2025 20:00

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 Electronics multinational company is expanding their operations to Malaysia, and they are looking for a Channel Sales Manager to manage distributors, grow their business and increase the sales in the Modern Trade channel.

Job Responsibilities:

- Develop sales with distributors' sales team and plan strategies for the Modern trade channel.
- Develop a strong distribution network, support distributors' sales team, penetrate new accounts and grow existing ones.
- Responsible for A&P management for the accounts in charge to ensure cost efficiency and positive ROI.
- Responsible for achieving the sales, new listing, SKUs expansion, brand & product visibility and availability to sustain demand and maximise business growth.

- Negotiate business terms with distributors and/or customers to reach the most effective conditions and/or profitability for the company.
- Gain customers, competitors and market insights and leverage on these commercial insights to create sustainability business for the company and the retailers.
- Lead and conduct business reviews with key accounts/retailers to align business objectives and sales plans.
- Conduct frequent stores check / audit to have a better gauge on the market situation, identifying key problems, opportunities and service level of the distributors.

Key Requirements

- Min 5 years of experience in key accounts and distributors' management, preferably in the Electronics/IT Hardware or similar industries.
- Able to analyse and plan strategies to grow sales in the Modern Trade Channel.
- Dynamic, proactive with excellent interpersonal and negotiation skills.
- Willing to travel to visit customers and distributors frequently.

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Company Description