



## PR/158741 | Senior Key Account Executive (FMCG Principal)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1527088

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

March 18th, 2025 10:57

### 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, a global conglomerate is looking for a business- and career-minded Key Account Executive that will be responsible for key account management and distributors, focusing on Modern Trade. You will be a key part of helping the business to growth as it expands market share in Malaysia by maximizing sales opportunities with key retailers.

**Main Responsibilities**

- Develop collaborative trading partnership with key retailers via constant strategic business planning to drive category sales and to gain market shares.
- Responsible on trading terms negotiations with the retailer on yearly basis.
- Monitor and review sales performance and marketing effectiveness.
- Develop new markets and expand key account base.

**Key Requirements**

- At least degree in Marketing, Business Administration, or any related fields.
- Minimum 1-2 years of experience in modern trade channel/experience in dealing with distributors.
- Computer literate with good communication, report, and presentation skills.
- Strong account management, influencing, negotiation, analytical thinking and able to work under pressure.
- Proficiency with Excel is a big plus.
- Fluency in English and able to communicate in Mandarin.

- Possess own transport and willing to travel across Malaysia.

**Benefits**

- Career advancement (good opportunity to become KAM as the business is expanding)
- Annual increment
- Performance bonus
- Medical Checkup and Dental Allowance

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Company Description