



PR/158101 | Senior Business Development Executive (HORECA - Food Packaging)

募集職種

人材紹介会社

ジェイエイシーリクルートメントマレーシア

求人ID

1505354

業種

その他（商社）

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2024年11月19日 11:35

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

Our client is a MNC in the Food Packaging industry, supplying food packaging and consumable kitchen goods to an established client base in the F&B industry. As part of the business expansion, we are looking for an experienced Sales candidate to help grow the food packaging business in F&B & HORECA channel.

Key Responsibilities:

- Conduct market research and analyse market trends, needs, customers behaviours, competitors' analysis and future market trend forecast.
- Develop new business opportunities, partnerships, and cross company products collaborations for local and international market.
- Plan and manage the budget for sales & marketing advertising and promotion strategy.
- Attend to customer complaints promptly and resolve any issues amicably to enhance excellent customer relationship.
- Prepare weekly/monthly report on sales & marketing performances and analyse the marketing strategies / campaigns

result against the sales target result.

- Perform other ad-hoc assignment and any other duties as assigned by the Management from time to time.

Requirements:

- Possess at least Diploma or Degree in Business Studies / Management or similar.
- At least 2-3 years of working experience, with an interest in Sales or Business Development.
- Experience in HORECA or wholesales food industry is an added advantage.
- Interest in Japanese food culture or ability to speak Japanese is highly desirable.
- Possess own transport and willing to travel.

会社説明