



PR/157888 | Key Account Executive (Modern Trade)

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

1508910

業種

医薬品

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12月11日 15:20

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

Your Responsibilities:

- Develop and execute sales strategies for Modern Trade channels, including Drug Pharma, CVS chains, and Hyper Supermarkets.
- Manage A&P budgets to ensure cost efficiency and positive ROI.
- Achieve sales targets, expand SKUs, and ensure product visibility and availability for business growth.
- Negotiate business terms with channels/customers for optimal profitability.
- Align with brand teams to ensure consistent trade objectives.
- Lead business reviews with key accounts/retailers to align sales plans.
- Provide weekly and monthly sales reports to track customer performance.

Job Requirements:

- Bachelor's degree in Business Studies, Science, Marketing, Business Management, or a related field.
- Minimum of 3 years of experience in Modern Trade, specifically in Drug Pharma and/or Hyper Supermarkets channels.
- Proficient in MS Office, especially Excel and PowerPoint.
- Strong interpersonal skills, positive attitude, results-oriented, team player, and able to work independently.
- Willingness to travel.

