



## 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

1512291

## 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24日 10:32

## 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.

