



PR/158406 | Key Account Manager (FMCG)

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

1514510

業種

小売

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

2025年01月07日 10:28

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

A leading FMCG company in Malaysia is looking for a Key Account Manager to develop sales strategies, leading the team in identifying new business opportunities and fostering strong relationships with key convenience store accounts and retail partners. This role will be **based at Kota Damansara**.

Main Responsibilities:

- Develop sales strategies to increase market penetration in channel of convenience stores and petrol marts
- Identify and prioritise key accounts and retail partners, and build and maintain relationships with key partners to drive sales and secure promotional opportunities
- Negotiate sales agreements, contracts, and sales terms with convenience store and petrol mart partners.
- Provide exceptional customer service to all customers and key stakeholders.

- Collaborate with Branding & Marketing to develop and implement promotional strategies to stimulate sales.
- Collaborate with Market Research & Strategy and Product Development functions and provide insights into sales trends, customer behaviours, and product improvements.
- Lead sales teams to meet sales targets.

Key Requirements:

- Bachelor's Degree and/or Master's Degree in Business, Marketing or equivalent
- Minimum 5-7 years' experience in a Sales role (preferably in FMCG industry and/or convenience stores chain channels)
- Excellent verbal and written communication and negotiation skills
- Knowledgeable and capable in planning, executing and coordinating sales initiatives
- Ability to demonstrate initiative and work well in a fast-paced environment
- Excellent interpersonal skills to communicate with clients and team members
- Strong understanding of current trends and best practices in sales management

#LI-JACMY

会社説明