



PR/158515 | Sales Manager (FMCG Principal - Lower 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

1521532

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02月11日 10:31

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 an established FMCG (Food products) company, with backing from one of the largest MNCs in the world. As part of their business expansion, they are hiring for an experienced Sales Manager (FMCG - Lower Trade), to be based at Mont Kiara, KL.

Key Responsibilities:

- Work closely with area managers to ensure Sales Targets are met on monthly basis
- Lead and motivate the Team to achieve their KPIs strategically.
- Identify and execute sales opportunities to maximize sales efficiency.
- To work with Marketing Department on promotional activities planning & to ensure execution is carry out timely.

- Ensure Trade Offers structures are competitive to boost sales.
- Ensure promotional prices are implemented accurately at all fields.
- Ensure regular competitor pricing surveys are undertaken in each area.
- To align sales activities with marketing initiatives.
- Ensure stock commitment for each area is in line with forward sale forecasts.
- To ensure sufficient inventory level at all times to avoid Out of stocks situation.
- To identify area with high inventories, immediate actions are undertaken effectively
- To manage inventory ordering & forward inventory forecast with Area Managers on monthly basis
- Provide effective leaderships and motivation for all Sales Staff
- Setting and maintaining high service standard at all time

Job Requirements:

- At least 5 years working experience in Sales or Key Account Management (Preferably in the FMCG industry)
- Have strong analytical skills and comfortable dealing with numerical data
- Experience in field sales and working closely with distributors is highly desired
- Self-motivated & proactive; able to work independently.
- Competent in MS Office (Word, Excel, PowerPoint)
- Possess own transport and willing to travel outstation from time to time.

会社説明