



PR/158741 | Senior Key Account Executive (FMCG Principal)

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

1527088

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04月15日 08:00

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, a global conglomerate is looking for a business- and career-minded Key Account Executive that will be responsible for key account management and distributors, focusing on Modern Trade. You will be a key part of helping the business to growth as it expands market share in Malaysia by maximizing sales opportunities with key retailers.

Main Responsibilities

- Develop collaborative trading partnership with key retailers via constant strategic business planning to drive category sales and to gain market shares.
- Responsible on trading terms negotiations with the retailer on yearly basis.
- Monitor and review sales performance and marketing effectiveness.
- Develop new markets and expand key account base.

Key Requirements

- At least degree in Marketing, Business Administration, or any related fields.
- Minimum 1-2 years of experience in modern trade channel/experience in dealing with distributors.
- Computer literate with good communication, report, and presentation skills.
- Strong account management, influencing, negotiation, analytical thinking and able to work under pressure.
- Proficiency with Excel is a big plus.
- Fluency in English and able to communicate in Mandarin.

- Possess own transport and willing to travel across Malaysia.

Benefits

- Career advancement (good opportunity to become KAM as the business is expanding)
- Annual increment
- Performance bonus
- Medical Checkup and Dental Allowance

会社説明