



Agensi Pekerjaan Career & You Sdn Bhd

Career & U is an established Executive Search Company with superior track record for our existing portfolio of clients. Our existing portfolio of clientele, comprising a large number of companies (both local and multinationals), several of whom have been with us for many years.

As an Executive Search Company registered with Malaysia Ministry of Human Resources, Career & U has been providing services to multinationals and local corporates on a nationwide and regional basis. Our Executive Search team was borne out of years of experience in the recruitment field and inspired by a genuine desire to constantly improve our level of service to a growing number of clients. We search and identify quality candidates according to our clients' criteria and place such candidates on a temporary, permanent and contract basis with our clients.

Our client, a major foreign FMCG company located in Petaling Jaya is currently seeking three candidates for the following positions to be based in Johor Baru, Penang and Klang Valley.

Business Development Manager

(Johor, Penang, Selangor)

Responsibilities:

- To manage the distributor account of successful strategies for growth and profitability.
- Involvement in sales operation and marketing activities including the creation of sales and marketing plans, the launching of new products, developing and managing key accounts, extensive distributor / dealer training and selection.
- Co-ordination of trade shows, market research and analysis, product development, pricing strategies and packaging

Requirements:

- Degree in any related field with 2-3 years in sales management proven track record in managing distributors region (Northern region or Central region or Southern region) and handle both the modern & lower trades business for fast moving consumer goods.
- Willing to travel extensively.
- Possess initiative and drive to excel in a highly competitive market environment.
- Experience in the FMCG products would be an advantage.
- Age in early or mid 30's.