



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 foreign FMCG company located in Petaling Jaya, is currently seeking the following candidates for Central Region (based in Petaling Jaya), Northern Region (based in Penang) and Southern Region (based in Johor Baru).

Key Account Managers

(Johor, Penang, Selangor)

Responsibilities:

- The Key Account Manager is responsible for achievement of Sales targets through excellence in execution at the point of sale.
- He/She must develop and support the partnership between the client and the customer(s) at the store and regional level by nurturing contacts and negotiating with Store Operations/in-store personnel.
- They provide feedback on the in-store environment which allows rapid revision of competitive tactics

Requirements:

- A minimum of a Bachelor's degree in any field is required.
- Experience in managing Key Accounts is essential for this position.
- Able to lead a team of Key Account Executives.
- Applicants should be Malaysian citizens or hold relevant residence status.

