

Denomination of the position	:	Key Account Manager
Direct superior	:	Head of Services

We are seeking a dynamic and results-driven Key Account Manager to manage and grow strategic client relationships within the Food & Beverage oats industry. The ideal candidate will have a strong understanding of the F&B sector, particularly in grain-based products, and will be responsible for driving revenue growth, ensuring customer satisfaction, and identifying new business opportunities.

DUTIES & RESPONSIBILITIES

- Independent acquisition of new customers, assistance to existing customers, and management of resources to generate new business contacts. This includes providing after-sales support to retain customers.
- Establishment and maintenance of strong customer relations across South East Asia and understanding customer demands and needs. This includes but is not limited to the proactive development of solutions to the customer's needs and to suggestions for product development.
- Independent development and execution of product demonstrations and customer presentations, both virtually and in-person.
- Conduct market research and prepare sales reports through collection, analysis and compilation of sales information, which includes but is not limited to market analysis reports on competitor activities and market trends as well as maintenance and updating of customer databases.
- Regular business trips across South East Asia to visit business partners and customers and to participate in national and international trade fairs.
- Committing to our values, our vision and our main principles.
- Further tasks as assigned by the employer.

SKILLS & QUALIFICATIONS

- Bachelor or higher degree.
- Previous work experience in the field of economic relations or sales is favourable.
- Fluency in spoken and written business English. German language skills are an advantage.
- Sound skills in interpersonal and intercultural communication and a strong customer orientation are essential.
- Skills in project management as well as a strong organizational talent.
- Willingness to travel across South East Asia is a prerequisite.
- Working independently will be required to achieve results. However, work in an international team will also be essential to achieve important deadlines and successfully execute projects.
- The post holder must be able to take the initiative to solve problems within the scope of his/her role.

This is a local position in Malaysia under a contract defined by local standards and conditions.

Please send us your cover letter, CV, salary expectations and notice period via email to hr@malaysia.ahk.de

Only shortlisted applicants will be notified