



PR/158147 | Business Development Manager (Retail) - Flexible Hours

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1509034

Industry

Retail

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 11th, 2024 15:24

General Requirements

Minimum Experience Level

Over 3 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

Business Level

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

A retail multinational company is looking for a Business Development Manager to expand their outlets in prime malls within Malaysia.

Key Responsibilities:

- **Identify New Outlets:** Research, scout and evaluate potential locations for new retail outlets.
- **Relocate Existing Outlets:** Assess current locations and develop strategies for relocating outlets to more advantageous positions that enhance customer accessibility and visibility.
- **Liaison Management:** Act as the primary point of contact between the company, tenants, and landlords to negotiate lease terms and facilitate smooth transitions. To evaluate the existing store portfolio in terms of rent reduction, lease renewals and termination.
- **Tenancy Management:** Collaborate with shopping mall management teams to ensure compliance with operational standards and enhance company's presence.

- **Outlet Presentation:** Oversee the visual merchandising and presentation of new and existing outlets, ensuring they reflect our brand standards and resonate with our target audience.
- **Renovation Oversight:** Manage the renovation process for outlets, coordinating with contractors and vendors to deliver high-quality results on time and within budget.
- **Exhibition Coordination:** Develop and oversee strategic roadshow venues and schedules, work closely with cross-functional teams to ensure alignment on objectives and effective execution of roadshow and exhibition initiatives.
- **Cost Control:** Responsible for managing the operating cost and resources and provide forecast and budgeting for the opening of new outlet or closure of outlet.
- **Business Compliance:** To ensure that the store is compliant in all aspects, eg. Safety, Security and Legal.

Requirements:

- A minimum of 5 years proven working experience in business development, preferably in retail.
- Excellent command of verbal and written in English and Bahasa, Mandarin is an added advantage.
- Strong communication, negotiation and interpersonal skills in dealing with stakeholders, landlord and tenants.
- Proven ability to analyze market trends and make data-driven decisions.
- Excellent project management skills, with the ability to handle multiple projects simultaneously.

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Company Description