



PR/158380 | Business Development Manager (Non-Halal F&B Retail Expansion)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1512455

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

December 24th, 2024 10:38

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 multinational restaurant chain is looking for a Business Development Manager to manage outlet expansion within Malaysia.

Key Responsibilities:

- Research, scout and evaluate potential locations for new retail outlets.
- Assess current locations and develop strategies for relocating outlets to more advantageous positions that enhance customer accessibility.
- Act as the primary point of contact between the company and landlords to negotiate lease terms, evaluate the existing store portfolio in terms of rent reduction, lease renewals and termination.
- Oversee the visual merchandising and presentation of new and existing outlets, ensuring they reflect the brand standards and resonate with target audience.
- Control the operating cost and resources and provide forecast and budgeting for the opening of new outlet or closure

of outlet.

Requirements:

- 3-5 years of experience in business development/store development/leasing/design & construction in the retail industry.
- Strong communication, negotiation and interpersonal skills in dealing with stakeholders and landlords.
- Proven ability to analyze market trends and make data-driven decisions.
- Willing to travel to outstation very frequently.

#LI-JACMY

Company Description