



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

募集職種

人材紹介会社

ジェイエイシーリクルートメント マレーシア

求人ID

1512455

業種

レストラン・フードサービス

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2024年12月24日 10:38

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

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

会社説明