



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

### 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

1512493

#### 業種

小売

#### 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

2025年01月08日 11:01

### 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 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.

#LI-JACMY

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会社説明