



PR/159060 | Store Development Manager / Business Development Manager (Retail)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1542382

Industry

Retail

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

May 27th, 2025 10:31

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

An international **Retail Fashion** company is looking for a **Business Development Manager (Store Development)** with strong connections with mall leasing departments, to lead their **retail expansion across key shopping malls** in Malaysia. The main role is identifying and securing high-traffic retail locations, negotiating lease terms, and coordinating new store rollouts aligned with the company's growth strategy.

Key Responsibilities:

- Develop and maintain strong working relationships with leasing teams at Malaysia's major malls.
- Act as the key liaison between the company and mall landlords to secure premium locations.
- Identify suitable new store locations based on consumer trends, traffic flow, surrounding brands, and commercial viability.
- Evaluate site performance potential using footfall analysis, competitor benchmarking, and target audience profiling.

- Manage lease negotiations, including rental rates, tenancy periods, renovation allowances, and key commercial terms.
- Gather and analyze rental benchmarks, space productivity (sales per sq. ft.), and performance metrics from other fashion brands to support decision making.
- Maintain a database of rental and sales benchmarks for strategic planning.
- Develop mid-to-long-term expansion plans and prepare feasibility studies for new outlets.
- Align store rollout with the company's branding and market penetration goals.
- Work closely with design, operations, and project teams to ensure timely store handovers, renovations, and grand openings.
- Prepare site comparison reports, location proposals, and business cases for internal approval.
- Provide regular updates and forecasts to management on expansion progress.

Requirements:

- Minimum 5 years of relevant experience in fashion retail leasing, mall business development, or retail expansion.
- Strong network of mall contacts within Malaysia's top-tier shopping malls.
- Proven experience in negotiating leases and managing commercial real estate deals.
- Familiar with retail performance metrics, market rent benchmarks, and competitor analysis.
- Strong communication, negotiation, and interpersonal skills.
- Proficiency in Mandarin due to collaboration with China HQ.
- Self-driven, result-oriented, and capable of working independently with minimal supervision.

Incentives:

- Performance Incentive: RM30,000 for each successful leasing deal

#LI-JACMY

#stateKL

#countrymalaysia

Company Description