



## PR/159065 | Store Development / Business Development Manager (Retail F&B)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1542386

**Industry**

Restaurant, Food Service

**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 Beverage company is looking for a Business Development Manager/Assistant Manager (Store Development) to manage the expansion of franchise outlets across Malaysia.

#### Key Responsibilities:

- Develop and execute strategies for franchise expansion, including market analysis and opportunity identification.
- Identify new store locations by analyzing consumer behavior, foot traffic patterns, surrounding tenant mix, and overall commercial potential.
- Compile comprehensive site comparison reports for internal review and approval.
- Evaluate and negotiate lease agreements for new franchise locations, ensuring compliance with requirements.
- Manage lease negotiations with landlords, securing favorable terms and conditions for franchisees.

- Cultivate and maintain productive relationships with landlords and leasing representatives to support long-term collaboration.
- Keep an up-to-date repository of rental and sales performance data to support forecasting and planning.
- Ensure that each new store aligns with the market penetration targets and company's brand identity..
- Coordinate closely with operations, project, design and other relevant teams to guarantee timely store fit-outs and successful launches.
- Provide support to franchisees on store designs, launching and renovations.

#### Requirements:

- 3 -5 years of leasing, store development or retail expansion experience in the Food & Beverage industry.
- Strong connections with real estate leasing teams and landlords in Malaysia.
- Experience in location scouting, site analysis, lease negotiation, market rent benchmarks, and competitor analysis.
- Proactive, self-motivated with excellent negotiation and communication skills.
- Willing to travel across Malaysia for new store development.

#LI-JACMY

#stateKL

#countrymalaysia

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Company Description