



Job Description

## Key Responsibilities:

- Recruit, interview, hire, and train new team members to ensure a skilled and capable workforce.
- Oversee daily operations, ensuring smooth execution of projects and department functions.
- Track and analyse sales performance across multiple time frames (daily, weekly, monthly, quarterly, and yearly).
- Provide data-driven insights to management for strategic decision-making.
- · Lead the monthly SHM Meeting, ensuring effective agenda setting and discussions.
- Propose new initiatives and enhancements for internal operational plans to drive efficiency and business growth.
- Oversee KPI tracking for the department, ensuring alignment with company goals.
- Monitor RC performance and analysis reports, identifying trends and areas for improvement.

## Key Requirements:

- Bachelor's degree in Business Administration, Finance, Economics, Sales Management, or related field.
- Minimum 7-10 years of experience in sales performance analysis, operations monitoring, or financial planning.
- At least 3-5 years of managerial or leadership experience.

Strong analytical skills with the ability to interpret complex data and provide actionable insights.

- Excellent leadership & people management abilities, including coaching and mentoring.
- Proficiency in sales analytics tools, financial tracking systems, and reporting software (e.g., Excel, Power BI, or other data visualization tools).

**Notice:** By submitting an application for this position, you acknowledge and consent to the disclosure of your personal information to the Privacy Policy and Terms and Conditions, for the purpose of recruitment and candidate evaluation.

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