



## PR/159263 | Senior Executive- Travel and Tourism

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1548234

**Industry**

Civil Engineering and Construction

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

July 8th, 2025 16:37

### 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

A leading enterprise in the global real estate industry, the company is engaged in a diverse portfolio of businesses. Its operations span the development and management of residential properties, office buildings, retail spaces, leased housing, and hospitality ventures—including hotels and resorts. With a strong presence not only in Japan but also across international markets, the company is committed to delivering innovative and high-quality real estate solutions worldwide.

### Responsibility

- Develop and implement strategic business planning to attract inbound tourists specifically from the regional markets namely China, Hong Kong, Taiwan, Indonesia, Philippine, Singapore, Thailand, Vietnam, Cambodia, and other markets i.e. Europe, Americas, Middle East, etc. to the Mitsui Outlet Park KLIA Sepang
- Identify and build business relationships with strategic partners, namely tour operators, travel agents, tourist guides,

hotels, bus operators, taxis, etc. aligned to target markets

- Develop and manage strategic communication channels according to target markets
- Understand the various inbound market needs, demands, preferences and develop a dashboard of intelligence for internal and tenants knowledge for further performance enhancement
- Build cordial and professional working relations with other departments / units to ensure smooth implementation of inbound marketing activities
- Establish measurable Key Performance Indicators / Targets for all efforts, review effectiveness of inbound marketing activities and identify gaps for further improvement
- Develop a loyalty programme that supports the business model and provide value added benefits for stakeholders
- Constantly keep abreast of the latest inbound marketing trends, digital innovations and other communication channels and propose appropriately for further enhancement of engagement efforts.
- Perform and execute any other duties assigned by your superior that may be deemed

appropriate to this role.

#### Requirement

- Diploma or Bachelor's Degree in Marketing, Mass Communications, Commerce, Business Studies, Business Administration, or Management.
- **1–3 years of relevant experience in destination hubs or the tourism industry, with a focus on inbound marketing.**
- Strong communication, interpersonal, and active listening skills.
- Excellent organizational and time management abilities.
- Professional demeanour with a proactive and enthusiastic attitude.
- Capable of working under pressure and meeting deadlines.
- Analytical thinker with effective problem-solving capabilities.
- Independent and self-driven, with a creative mindset for developing and executing new ideas.
- Outstanding presentation and negotiation skills.
- Resourceful, with strong networking abilities and multitasking proficiency.
- Proven leadership qualities and a collaborative team spirit.
- Willingness and ability to travel domestically and internationally on short notice.
- Good analytical ability
- Good problem-solving skills
- Able to work independently
- Creative able to develop and execute new idea
- Excellent presentation and negotiation skills
- Strong networking skills, resourceful and able to multi-task
- Must be a team leader and team player
- Require to travel outstation and overseas at on the spot

#L1-JACMY

**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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## Company Description