



PR/159322 | Business Development (Executive / Manager)

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1551957

Industry

Amusement, Entertainment

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 12th, 2025 05:00

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

Company and Job Overview

Our client is a leading entertainment company specializing in providing unique and engaging musical experiences for their customers. They are seeking a dynamic individual for a Business Development role, with the title varying between Executive and Manager depending on experience. The successful candidate will be responsible for the entire process of opening new retail locations.

The main office is located in Semantan (Kuala Lumpur), and this role requires frequent travel, especially for client meetings and overseeing the opening of new stores.

Job Responsibilities

- **Identify and Evaluate New Store Locations:** Conduct thorough research on potential properties for new stores, negotiate terms, and establish strong relationships with property owners in shopping malls and house shops.
- **Lead Facility Negotiations:** Act as the primary contact for all negotiations related to store facilities, coordinating closely with relevant departments to ensure smooth operations.
- **Obtain Necessary Licenses:** Manage negotiations and interactions with various authorities to secure required licenses, with a preference for candidates who have relevant experience.

- **Oversee Post-Opening Communications:** Handle all negotiations and communications with government offices, police, contractors, and other entities following the opening of new stores.
- **Manage Property-Related Tasks:** Oversee hostel management, including negotiating with property owners, handling renewals, sourcing new properties, and carrying out special assignments as directed by top management. This includes reviewing contracts, managing renewals, and resolving disputes in collaboration with relevant departments.

Job Requirements

- **Minimum of Two Years of Relevant Experience:** Demonstrated success and experience in the aforementioned responsibilities.
- **Excellent Negotiation and Task Management Skills:** Proficient in negotiating terms and managing tasks effectively.
- **To be considered for this role, the relevant rights to work in Malaysia are required.** Candidates who require work pass need not apply.

#LI-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.

Privacy Policy Link: <https://www.jac-recruitment.my/privacy-policy>

Terms and Conditions Link: <https://www.jac-recruitment.my/terms-of-use>

Company Description