



PR/123501 | Senior Business Development Manager

Job Information

Recruiter

JAC Recruitment Indonesia

Job ID

1572944

Industry

Retail

Job Type

Permanent Full-time

Location

Indonesia

Salary

Negotiable, based on experience

Refreshed

March 3rd, 2026 03:00

General Requirements

Minimum Experience Level

Over 6 years

Career Level

Mid Career

Minimum English Level

Business Level

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Responsibilities:

- Develop and execute strategies to expand the **retail footprint and increase store count**.
- Identify and evaluate potential store locations based on market research, demographics, and business viability.
- Negotiate lease agreements and maintain strong relationships with landlords, property developers, and real estate agents.
- Conduct feasibility studies and ROI analysis for new store openings.
- Collaborate with cross-functional teams (Operations, Finance, Marketing) to ensure successful store launches.
- Monitor market trends and competitor activities to identify growth opportunities.
- Prepare and present business development reports and expansion plans to senior management.

Job Qualifications:

- Bachelor's degree in Business, Marketing, or related field (MBA is a plus).
- Minimum **8+ years of experience** in business development, retail expansion, or real estate acquisition.
- Proven track record of successfully opening and scaling retail locations.
- Strong negotiation and stakeholder management skills.
- Excellent analytical and strategic thinking abilities.
- Ability to thrive in a fast-paced, dynamic environment.
- Familiarity with retail market trends and property regulations.

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Company Description