



## 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**

February 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.

**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**