



## PR/160354 | Director (Retail Industry)

### Job Information

**Recruiter**

JAC Recruitment Malaysia

**Job ID**

1584384

**Industry**

Retail

**Job Type**

Permanent Full-time

**Location**

Malaysia

**Salary**

Negotiable, based on experience

**Refreshed**

April 14th, 2026 06:00

### General Requirements

**Minimum Experience Level**

Over 10 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

A multinational company in the Retail Industry is seeking an experienced Managing Director to lead the company operations and drive business expansion in Malaysia.

#### Job Description

- Act as the senior leader responsible for steering the company's strategic direction, growth agenda, and expansion within Malaysia.
- Strengthen the organization's internal systems, operational governance, cultural development, and structural scalability.
- Lead the company's expansion plan by overseeing the rollout of new locations and preparing the business for long-term network growth.
- Manage overall outlet performance to maintain strong service quality, operational consistency, and disciplined

execution across all branches.

- Enhance the operational foundation of the business by designing and refining systems, workflows, and standards informed by on-ground insights.
- Apply operational knowledge to influence commercial planning, elevate marketing initiatives, and improve customer-facing outcomes.
- Offer strategic direction to major headquarters departments to ensure unified execution and alignment of corporate objectives.
- Oversee financial performance, ensuring disciplined cost management, sound budgeting, and profitability across the retail network.
- Identify potential markets and site opportunities, oversee assessments, and ensure smooth execution of new store launches.
- Support strategic business evaluations, including early-stage analysis of potential partnerships or acquisition opportunities.
- Serve as the primary point of alignment between the Malaysia leadership team and the headquarters, ensuring cohesive communication and shared priorities.

#### Job Requirements

- Director-level experience with at least 5 - 10 years of senior leadership experience in the Retail industry (Service or F&B).
- Proven capability leading a sizable store network and managing large teams within a high-volume, consumer-facing environment.
- Strong leadership track record in building teams, strengthening internal processes, and supporting organizational scalability.
- Experience overseeing multiple corporate or operational departments and ensuring cross-functional alignment.
- Strong financial literacy, including accountability for P&L outcomes and key financial decision-making.
- Strategically minded leader who remains connected to day-to-day operational realities and can guide an evolving, fast-growing business.
- Excellent communication and stakeholder management skills, with confidence in engaging regional or global executives.
- Experience in mergers & acquisitions is an advantage.
- Demonstrated career stability, reliability, and the ability to contribute over the long term.
- High level of professionalism, integrity, and the ability to represent the organization at senior levels.

#LI-JACMY

#stateKL

#countrymalaysia

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#### Company Description