



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

June 23rd, 2026 13:00

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