



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

May 26th, 2026 15:04

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

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