



PR/160751 | Head of Investment - Real Estate

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1600320

Industry

Business Consulting

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

July 14th, 2026 02:00

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

COMPANY OVERVIEW

A leading real estate advisory and property consultancy firm is hiring a **Head of Investment**. This is an exciting opportunity for a commercially driven real estate professional to lead investment and capital transaction activities, originate new business opportunities, manage key investor and client relationships, and drive the growth of the firm's investment advisory platform. The successful candidate will play a pivotal role in sourcing and executing investment deals across multiple asset classes while working closely with institutional investors, developers, REITs, family offices, and corporate clients to deliver strategic real estate solutions.

JOB RESPONSIBILITIES

Leadership & Business Development

- Lead and manage the Real Estate Investment department, overseeing a team of investment professionals.
- Develop and execute the department's business strategy to achieve revenue growth and market expansion.

- Identify and secure new business opportunities, including investment sales mandates, portfolio disposals, acquisitions, and capital market transactions.
- Establish and strengthen relationships with property owners, developers, REITs, institutional investors, private equity firms, family offices, and high-net-worth individuals.
- Represent the company in industry events, client meetings, and networking engagements.

Transaction Advisory & Execution

- Advise clients on real estate investment opportunities, market conditions, pricing strategies, and transaction structures.
- Lead end-to-end execution of investment transactions, including acquisitions, disposals, joint ventures, and portfolio sales.
- Conduct financial and commercial assessments of investment opportunities.
- Prepare investment proposals, presentations, marketing strategies, and transaction recommendations.
- Negotiate commercial terms and coordinate with legal, valuation, and other relevant stakeholders to ensure successful deal completion.

Market Intelligence & Strategic Advisory

- Monitor market trends, investment activities, and economic developments affecting the real estate sector.
- Provide clients with strategic insights and recommendations based on market research and investment analysis.
- Collaborate with internal departments including Valuation, Agency, Property Management, and Research to deliver integrated solutions to clients.

Team Management

- Lead, mentor, and develop team members to achieve departmental objectives.
- Establish performance targets and monitor team performance.
- Foster a high-performance and client-focused culture within the department.

JOB REQUIREMENTS

- Bachelor's Degree in Real Estate, Finance, Business Administration, Economics, Property Management, or related discipline.
- Minimum 10 years of relevant experience within real estate investment, capital markets, investment sales, property consultancy, or related sectors.
- Proven track record in originating and closing real estate investment transactions.
- Strong network within the Malaysian real estate market, including developers, investors, REITs, institutional funds, and key industry stakeholders.
- Demonstrated leadership experience with the ability to manage and grow a team.
- Strong financial modelling, investment analysis, and negotiation skills.
- Excellent communication, presentation, and stakeholder management abilities.
- Results-oriented with strong commercial acumen and business development capabilities.

#LI-JACMY

#countrymalaysia

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Company Description