



PR/160794 | Branch Manager – Kota Kinabalu, Sabah

Job Information

Recruiter

JAC Recruitment Malaysia

Job ID

1602378

Industry

Other (Manufacturing)

Job Type

Permanent Full-time

Location

Malaysia

Salary

Negotiable, based on experience

Refreshed

August 11th, 2026 12:00

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

Key Responsibilities:**Business & Sales Management**

- Lead and manage overall business operations in Sabah.
- Achieve annual sales, revenue, and profitability targets.
- Develop and execute sales strategies to increase market share.
- Identify new business opportunities and key accounts.
- Maintain strong relationships with contractors, developers, and industry stakeholders.
- Monitor competitor activities and market trends.

Branch Operations Management:

- Oversee daily branch operations and ensure efficient business processes.
- Manage branch budget and operational expenses.
- Monitor branch performance and implement continuous improvement initiatives.
- Ensure compliance with company policies and procedures.

Financial Management:

- Responsible for branch Profit & Loss (P&L).
- Monitor revenue, gross profit, expenses, and cash collection.
- Ensure healthy financial performance and sustainable business growth.

Team Leadership:

- Lead and develop approximately 25 employees in Sabah.
- Supervise:
 - 3 Sales Executives based in Kota Kinabalu
 - 1 Sales Executive based in Lahad Datu
 - Service/Technical Team
- Accounts and Administration Staff
- Set KPIs and conduct performance reviews.
- Provide coaching, mentoring, and succession planning.

Customer Relationship Management:

- Build long-term relationships with key customers.
- Handle major customer negotiations and escalations.
- Ensure high levels of customer satisfaction and retention.

Requirements:

- Diploma, Bachelor's Degree, or equivalent qualification in Business, Marketing, Engineering, or related field.
- Minimum 8–10 years of sales and management experience.
- At least 3–5 years in a leadership or branch management role.
- Experience in: Construction machinery, Heavy equipment, Machinery leasing, Industrial equipment sales, Proven experience managing sales teams and branch operations.
- Strong leadership and people management skills.
- Proven track record in sales and business development.
- Experience managing branch P&L and operational performance.
- Strong negotiation and customer relationship management skills.
- Strategic thinking and problem-solving capabilities.
- Excellent communication and presentation skills.

Preferred Qualifications:

- Established network within the construction and heavy equipment industry will be an advantage.
- Familiarity with Sabah market dynamics is preferred.

#LI-JACMY

#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