

PR/160984 | General Manager - Truck & Truck-mounted equipment Distribution

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1609344

Industry
Automobile and Parts

Job Type
Permanent Full-time

Location
Singapore

Salary
Negotiable, based on experience

Refreshed
November 3rd, 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 engineering solutions provider is seeking a commercially driven **General Manager** to lead its Malaysia operations, with overall responsibility for business growth, commercial performance, operational excellence, and strategic market expansion. Working closely with regional leadership, the successful candidate will drive business development initiatives, strengthen customer and partner relationships, oversee project and service delivery, and establish a scalable platform for long-term growth across the engineering, infrastructure, industrial, utilities, and energy sectors.

JOB RESPONSIBILITIES

Business Leadership & P&L Management

- Assume full ownership of the Malaysia business, including revenue, profitability, cash flow, and overall operational performance.
- Develop and execute annual business plans, budgets, and growth strategies aligned with regional objectives.

- Drive sustainable sales growth while ensuring operational efficiency and profitability.

Commercial Development

- Lead market expansion initiatives and identify new business opportunities within the heavy equipment, commercial vehicle, and industrial solutions sectors.
- Build and maintain strong relationships with major customers, contractors, fleet operators, government agencies, and strategic partners.
- Oversee tender participation, contract negotiations, key account management, and commercial strategy.

Principal & Stakeholder Management

- Serve as the key liaison between the business and international principals.
- Strengthen partnerships with OEMs and brand partners while ensuring alignment with business objectives and market development plans.
- Represent the company with regulatory bodies, industry associations, and external stakeholders.

Operations & Aftermarket Excellence

- Oversee end-to-end business operations, including sales, service, spare parts, workshop operations, and customer support.
- Ensure high levels of customer satisfaction, operational excellence, and service performance.
- Establish processes and systems to support future business growth and scalability.

Leadership & Organization Development

- Build, develop, and lead a high-performing local management team.
- Foster a strong performance-driven culture focused on accountability, execution, and customer success.
- Drive talent development, succession planning, and organizational capability building

JOB REQUIREMENTS

- Bachelor's Degree in Engineering, Business, or a related discipline.
- Minimum 12-15 years of experience within heavy equipment, truck-mounted equipment, cranes, commercial vehicles, industrial machinery, engineering solutions, or related sectors.
- Proven experience in a senior leadership role such as General Manager, Country Manager, Business Unit Head, or equivalent.
- Strong track record managing full P&L responsibility and driving business growth.
- Experience leading sales, after sales, service, workshop, and operational functions.
- Strong commercial acumen with exposure to principal management, distributorship models, and strategic partnerships.
- Excellent stakeholder management, negotiation, and leadership capabilities.

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Company Description