



PR/097572 | CEO - Retail F&B (Overseas Operation)

Job Information

Recruiter

JAC Recruitment Singapore

Job ID

1609808

Industry

Restaurant, Food Service

Job Type

Permanent Full-time

Location

China

Salary

Negotiable, based on experience

Refreshed

September 1st, 2026 10:24

General Requirements

Minimum Experience Level

Over 10 years

Career Level

Mid Career

Minimum English Level

Native

Minimum Japanese Level

None

Minimum Education Level

Associate Degree/Diploma

Visa Status

No permission to work in Japan required

Job Description

Job Title: CEO - Retail F&B (Overseas Operation)

Location: Thailand/Malaysia

Your New Company A rapidly growing international F&B franchise group with an extensive global footprint across Asia, North America, and the Middle East is seeking an experienced executive leader to spearhead its overseas business operations.

Operating thousands of outlets through a combination of owned and franchise models, the organization is entering its next phase of international growth and is looking for a commercially driven leader to build strong regional operations, accelerate market expansion, and strengthen cross-border business performance.

Your New Role As Overseas CEO, you will take full ownership of the group's international business operations, franchise network performance, supply chain strategy, investment initiatives, and regional growth agenda.

Reporting directly to senior leadership, you will drive the expansion and profitability of overseas markets while ensuring operational excellence across franchise systems and business platforms. This role requires a strategic and hands-on executive capable of leading large-scale, multi-country operations in a fast-growing consumer-facing environment.

Key Responsibilities 1. International Business Leadership

- Lead the overall strategy, performance, and growth of overseas business operations.
- Translate corporate objectives into actionable regional business plans.
- Drive sustainable revenue growth and market share expansion across international markets.

2. Franchise & Operations Management

- Oversee franchise operations and ensure consistent execution of business standards across markets.
- Implement operational frameworks covering revenue growth, profitability, customer management, and business performance.
- Monitor key business metrics and drive continuous operational improvements.

3. Supply Chain & Commercial Excellence

- Oversee international sourcing, procurement, logistics, manufacturing coordination, and inventory management activities.
- Drive supply chain efficiency, cost optimization, quality standards, and delivery performance.
- Establish strong vendor and business partner relationships to support regional growth.

4. Market Expansion & Business Development

- Identify and develop new market opportunities across Southeast Asia and other strategic regions.
- Lead market entry, franchise development, and commercial partnership initiatives.
- Support new store growth and expansion strategies aligned with business objectives.

5. Investment & Strategic Projects

- Evaluate potential investment opportunities and strategic growth initiatives.
- Conduct commercial assessments, risk evaluations, and business feasibility studies.
- Lead strategic projects including partnerships, joint ventures, acquisitions, or corporate expansion initiatives.

6. Government & External Stakeholder Management

- Build relationships with government agencies, landlords, business partners, and industry stakeholders.
- Represent the organization at key business forums, trade events, and strategic meetings.
- Support regulatory approvals and overseas project implementation.

7. Leadership & Talent Development

- Build and lead high-performing regional leadership teams.
- Establish organizational structures and succession plans to support future growth.
- Foster a culture of accountability, execution excellence, and entrepreneurial thinking.

Qualifications

- Bachelor's Degree or above in Business, Management, Finance, Marketing, or a related discipline.
- Extensive leadership experience managing regional or international operations within retail, F&B, franchise, consumer, or multi-site businesses.
- Proven track record in overseas market expansion and franchise business management.
- Strong commercial acumen with experience driving revenue growth and operational performance.
- Experience managing large-scale cross-border teams and multi-country operations.
- Strong strategic planning, organizational development, and stakeholder management capabilities.
- Experience in supply chain management, investment projects, business transformation, or M&A activities is advantageous.
- Excellent English & Mandarin communication skills, both written and spoken is required for internal stakeholders.
- Highly results-oriented with strong execution capabilities and leadership presence.

Ready to Take the Next Step?

Interested applicants, please click **APPLY NOW** for a confidential chat.

Do note that we will only be in touch if your application is shortlisted.

Chen Pinru
JAC Recruitment Pte Ltd
EA License Number: 90C3026
EA Personnel: R25130085

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#countrysingapore

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Company Description