

PR/161281 | Division Manager / Head of Sales

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1621119

Industry
Retail

Job Type
Permanent Full-time

Location
Malaysia

Salary
Negotiable, based on experience

Refreshed
November 3rd, 2026 10:45

General Requirements

Minimum Experience Level
Over 6 years

Career Level
Mid Career

Minimum English Level
Fluent Level

Minimum Japanese Level
None

Minimum Education Level
Associate Degree/Diploma

Visa Status
No permission to work in Japan required

Job Description

About the Company
Our client is a well-established Malaysian health and wellness company specializing in innovative lifestyle and wellness products designed to promote healthier and more comfortable living. With more than 20 years of industry heritage and a growing nationwide presence, the company serves consumers through an extensive retail network, roadshows, e-commerce platforms, and commercial partnership channels. The organization is recognized for combining wellness expertise with modern technology to deliver high-quality products and exceptional customer experiences across Malaysia.

Responsibilities

- We are looking for a results-driven Sales Manager with strong retail leadership, commercial acumen, and a passion for developing people and growing the business.
- Develop and execute sales strategies to expand market reach, identify new business opportunities, and drive sustainable revenue growth.
- Build and lead a dedicated sales team from the ground up, including recruitment, training, coaching, and performance

management to achieve business objectives.

- Monitor sales results, address performance gaps, and guide team members toward continuous improvement.
- Ensure compliance with company policies, maintain service and operational standards, and recommend improvements to enhance efficiency.
- Maintain effective communication between management and outlet teams, gather staff feedback, and foster a positive, accountable working culture.
- Identify, explore, and establish new sales channels beyond the company's existing retail outlets to access new markets and create additional revenue streams.
- Identify potential business partners, develop strategic partnerships, negotiate commercial agreements, and convert business opportunities into profitable sales channels.
- Prepare business proposals, sales forecasts, and performance reports, providing management with regular updates on business development progress, market opportunities, and growth strategies.
- Perform any ad hoc duties assigned by Management.

Requirements

- Diploma or equivalent qualification in a relevant field is an added advantage.
- Minimum 5 years of experience in retail sales or business development, including at least 3 years in a managerial role.
- Proven track record in sales growth, business development, or establishing profitable sales channels.
- Experience in recruiting, developing, and leading retail sales teams.
- Strong commercial acumen, leadership, communication, and negotiation skills.
- Experience in big-ticket retail or consumer durables, such as massage chairs, wellness equipment, furniture, electronics, or home appliances, is highly preferred.
- Fluent in English and Bahasa Malaysia; Mandarin and/or Cantonese is an advantage.

#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