

PR/161282 | Business Development Manager (Vending Massage Chair)

Job Information

Recruiter
JAC Recruitment Malaysia

Job ID
1621120

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

- Market Development: Identify high-potential locations and develop a pipeline of new sites for massage chair placement and business expansion.
- Partnership & Negotiation: Build relationships with landlords, mall management, and corporate partners; negotiate rental, revenue-sharing, and placement agreements.
- Sales & Revenue Growth: Achieve installation and revenue targets while exploring new business opportunities,

including B2B partnerships and corporate wellness programmes.

- Operations Coordination: Coordinate installations, maintenance, and site performance with internal teams to maximise profitability and customer usage.
- Reporting & Strategy: Monitor site performance, market trends, and revenue, providing regular reports and expansion recommendations to management.
- Any ad hoc duty assigned by Management.

Requirements

- A Diploma or equivalent qualification in a relevant fields.
- Minimum 3 years of business development, sales, or leasing experience;, experience in vending, retail placement related sales is an advantage.
- Experience in RNG engines will be an added advantage.
- Strong negotiation, presentation, and relationship-building skills.
- Proficient in English and Bahasa Malaysia; Mandarin is an advantage.
- Self-motivated, target-driven, and comfortable with fieldwork and travel.
- Valid Class D driving licence and own transport preferred.

#LI-JACMY
#countrymalaysia

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Company Description