



PR/159060 | Store Development Manager / Business Development Manager (Retail)

募集職種

人材紹介会社

ジェイエイシーリクルートメントマレーシア

求人ID

1542382

業種

小売

雇用形態

正社員

勤務地

マレーシア

給与

経験考慮の上、応相談

更新日

2025年05月27日 10:31

応募必要条件

職務経験

3年以上

キャリアレベル

中途経験者レベル

英語レベル

ビジネス会話レベル

日本語レベル

ビジネス会話レベル

最終学歴

短大卒：準学士号

現在のビザ

日本での就労許可は必要ありません

募集要項

An international **Retail Fashion** company is looking for a **Business Development Manager (Store Development)** with strong connections with mall leasing departments, to lead their **retail expansion across key shopping malls** in Malaysia. The main role is identifying and securing high-traffic retail locations, negotiating lease terms, and coordinating new store rollouts aligned with the company's growth strategy.

Key Responsibilities:

- Develop and maintain strong working relationships with leasing teams at Malaysia's major malls.
- Act as the key liaison between the company and mall landlords to secure premium locations.
- Identify suitable new store locations based on consumer trends, traffic flow, surrounding brands, and commercial viability.
- Evaluate site performance potential using footfall analysis, competitor benchmarking, and target audience profiling.

- Manage lease negotiations, including rental rates, tenancy periods, renovation allowances, and key commercial terms.
- Gather and analyze rental benchmarks, space productivity (sales per sq. ft.), and performance metrics from other fashion brands to support decision making.
- Maintain a database of rental and sales benchmarks for strategic planning.
- Develop mid-to-long-term expansion plans and prepare feasibility studies for new outlets.
- Align store rollout with the company's branding and market penetration goals.
- Work closely with design, operations, and project teams to ensure timely store handovers, renovations, and grand openings.
- Prepare site comparison reports, location proposals, and business cases for internal approval.
- Provide regular updates and forecasts to management on expansion progress.

Requirements:

- Minimum 5 years of relevant experience in fashion retail leasing, mall business development, or retail expansion.
- Strong network of mall contacts within Malaysia's top-tier shopping malls.
- Proven experience in negotiating leases and managing commercial real estate deals.
- Familiar with retail performance metrics, market rent benchmarks, and competitor analysis.
- Strong communication, negotiation, and interpersonal skills.
- Proficiency in Mandarin due to collaboration with China HQ.
- Self-driven, result-oriented, and capable of working independently with minimal supervision.

Incentives:

- Performance Incentive: RM30,000 for each successful leasing deal

#LI-JACMY

#stateKL

#countrymalaysia

会社説明